# Board of Trade Journal

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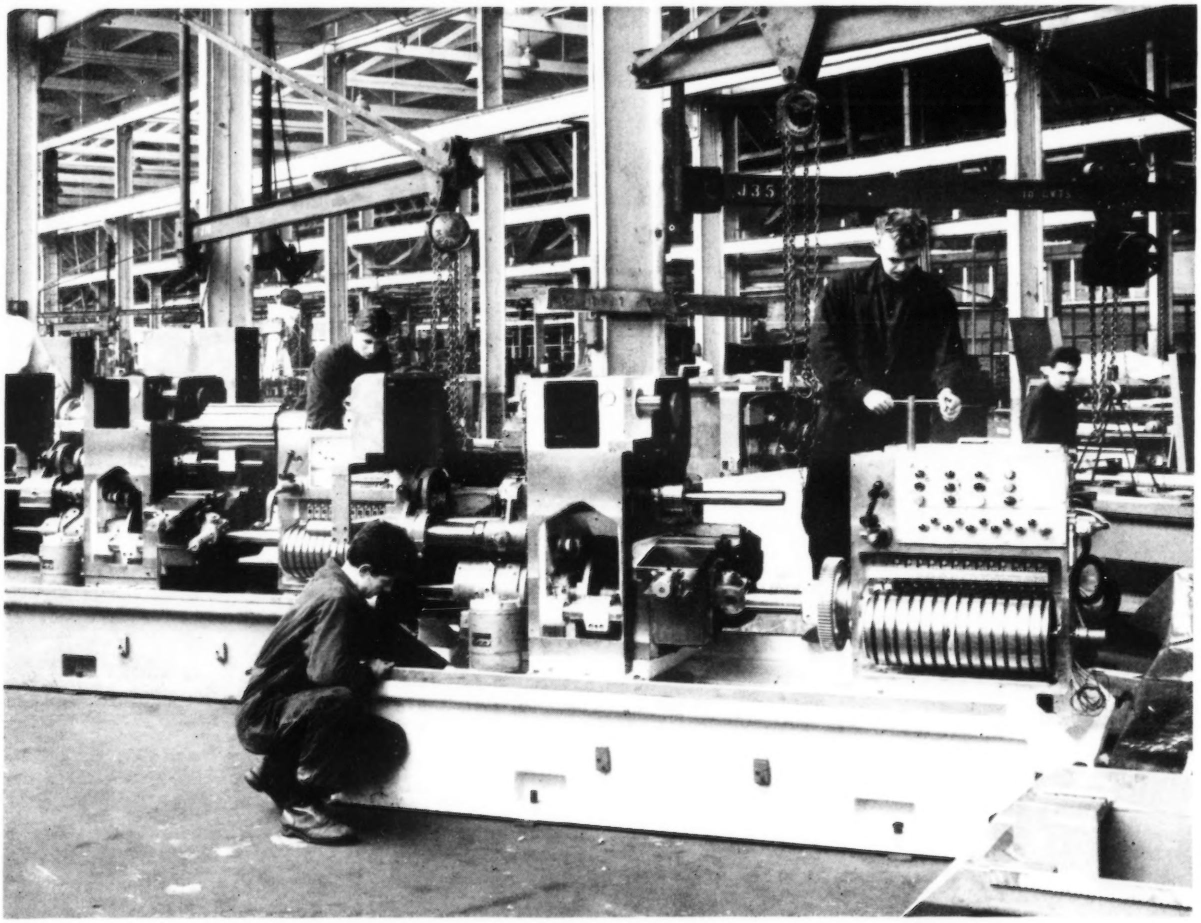

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# Board of Trade Journal

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## *Front cover photograph*

Wickman single-spindle automatic lathes are now being built by Wickman-Lang Ltd., of Johnstone, Renfrewshire, a member of the Wickman Group of Companies. The first of the lathes, from the Lang factory, was delivered to Rutter Tools of Coventry. This expansion of the production programme at Langs should improve employment prospects in the area. The manufacture of Wickman single-spindle automatic lathes at Langs will help to stabilize production and meet the increasing demand for these lathes from the world markets. The additional commitment has entailed considerable reorganization and expansion of production facilities involving the purchase of much new plant. Over £500,000 worth of new machinery and equipment has been installed.

### *SUBSCRIPTIONS, ADVERTISEMENTS, REPRINTS*

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*The views expressed in contributions to the Journal emanating from other than official sources are not necessarily those of Her Majesty's Government.*

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WEST EUROPEAN MARKET PLACE—15 and 16

# *How Swiss Federal regulations may affect the British exporter*

**By the Commercial Department, British Embassy at Berne**

**This series covers aspects of the valuable West European market of interest to British exporters. Previous articles in this series were published on September 17, 24, October 1, 8, 15, 22, 29, November 12, December 17, January 7, 21, 28, February 11 and 25.**

BECAUSE OF HER high standard of living, her capacity to absorb imports, and more recently because of the tariff advantages afforded through her membership of EFTA, Switzerland offers a thoroughly attractive market for British goods. With the exception of certain agricultural products, almost all goods may be freely imported into Switzerland, and although competition is strong from both domestic and foreign suppliers, trade benefits from a comparative lack of internal restrictions. However, there are certain Federal regulations which, although not unduly troublesome, may lead to difficulties for the British exporter, particularly if he is not aware of their existence. The purpose of this article is not to provide a comprehensive guide to Swiss trade regulations, but to draw attention to some of the more common pitfalls.

It is in the field of consumer goods that Swiss regulations are most likely to cause problems for British manufacturers. The Swiss insist upon high standards of hygiene and purity in all foodstuffs and pharmaceutical products. All domestic electrical equipment must conform to strict safety requirements.

### Foodstuffs, beverages; products containing dyes and toxic substances

The importation of foodstuffs and beverages is subject to control by the Federal Office of Health: Eidgenössisches Gesundheitsant, Bollwerk 27, 3000 Berne. Food additives such as colouring matter and preserving and sweetening agents, which are permissible in the United Kingdom, may be prohibited in Switzerland. The health regulations apply also to food containers and packaging, together with other products which may contain toxic substances such as textile yarns and fabrics, cosmetics, toys, paints and varnishes, detergents and petroleum. Copies of the health regulations: 'Ordonnance Réglant de Commerce des denrées Alimentaires et de Divers Objets Usuels' are available in French and German from the Bundeskanzlei, Bundeshaus, 3000 Berne: price SF5.50.

Although there is no statutory requirement that these goods be submitted to the Federal Office of Health for approval, the complexity of the regulations is such that British firms are advised to send samples together with a complete list of ingredients either direct to the authorities or through the Commercial Department of the British Embassy in Berne.

### Meat, poultry and fish

Imports of fresh and frozen meat and meat products, poultry, fish and fish products are regulated by the Federal Veterinary Office: Eidgenössisches Veterinäramt, Birkenweg 61, 3000 Berne. Applications should be made by the British firm's agents or prospective agents to whom import licences are issued. Copies of the regulations, which also give details of the marking, labelling and specified dates of consumption of meat and meat products, are obtainable in French or German from the Bundeskanzlei, Berne, price SF2.75. The relevant law is the 'Ordonnance Fédérale sur le Contrôle des Viandes' of October 11, 1957.

### Pharmaceutical products

All pharmaceutical products must be approved and registered by the Interkantonale Kontrollstelle für Heilmittel (IKS), Erlachstrasse 8, 3000 Berne, before they can be advertised or marketed in Switzerland. Applications, which can be made only through a Swiss firm, must be accompanied by samples and by full particulars, including a description of the chemical composition, sales literature, advertising texts, instructions for use, etc. Fees will be SF250 with effect from January 1, 1966.

*Austrian and Swiss representatives of Bankes and Lovelace Ltd., agents for Marshall road rollers and crawler tractors in Austria and Switzerland, visited Marshall Sons and Company Ltd., Gainsborough, for a sales conference with Mr. G. H. Glover, director of Marshall Sons and Co. Ltd. and manager of the construction equipment division, and Mr. P. E. Gray, the company's export sales manager. After the conference they toured the works with Mr. H. C. Roberts of the export sales department (extreme right).*

When sold all pharmaceutical products must bear the number of the IKS permit in addition to an exact description (both qualitative and quantitative) of the composition of the product.

Copies of the IKS regulations and tariff, application forms, instruction sheet and copies of the Interkantonale Convention about the Control of Medicaments can be obtained from the IKS.

Licences are also required from the Cantonal authorities before sales can be made in the Canton concerned. They are usually valid for from three to five years and are only issued after IKS approval has been obtained. Fees are moderate.

### Electrical equipment

Almost all types of domestic and small industrial electrical equipment sold in Switzerland must first be approved by the Schweizerischer Elektrotechnischer Verein (SEV), Seefeldstrasse 301, Zurich, a semi-official body concerned with the safety and quality of electrical material and apparatus, which has power to enforce its regulations throughout the country.

Domestic appliances have for long been subject to SEV control. Recently the SEV decided rigorously to enforce their regulations

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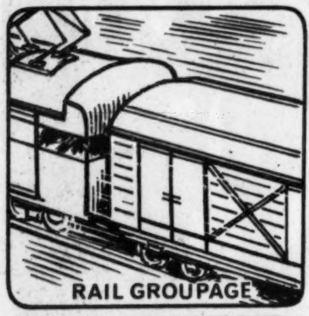

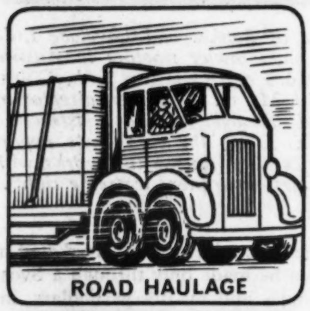

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with regard to light industrial equipment such as electric drills, which must now bear the SEV approval mark.

In general SEV requirements accord with internationally recognized standards, but British manufacturers may be asked to satisfy different criteria, particularly in regard to insulation, suppression and wiring.

Applications should preferably be handled by a Swiss agent, and the final certificate of approval can be issued only to an agent.

The SEV are, however, prepared to test any material or apparatus received direct from a manufacturer. Application can be made in English, and no special form is required. The cost of testing is likely to be between SF50 and SF300. The SEV endeavour to give rulings within two to three months, but approval may take longer, particularly where alterations to the equipment are necessary. Manufacturers who apply direct to the SEV are advised to have the sample handled in Switzerland by a forwarding agent, who will arrange for it to be cleared from the Customs under a *passe-avant* without payment of duty.

Copies of the SEV regulations and the list of equipment subject to inspection may be obtained from the SEV, as may copies of their annual catalogue, which gives details of the safety standards applied to materials and apparatus.

### Industrial plant and equipment

In Switzerland there is no legislation prohibiting the importation or sale of machinery which has no adequate safety devices. However, the Schweizerische Unfallversicherungsanstalt (Dreikoningstrasse 7, Zurich 051) (SUVA), the Swiss Accident Insurance Institute, carries out tests on new machinery and by agreement with the woodworking machine makers and machine tool dealers and by its ability to extend or withdraw insurance cover it is able to insist upon the installation of machinery which complies with the SUVA safety regulations. Full details of these regulations are obtainable from the SUVA.

### Changing agents

A problem of more general concern to British exporters is that of changing agents. The position of commercial agents is governed by the Federal Law on Agency Contracts of 1949, whose provisions should be studied before any contract is concluded or terminated. Translations of this law may be obtained from the Commercial Department of the British Embassy in Berne.

Care should be taken that due notice of termination is given, and principals should take into consideration the fact that the agent has an inalienable right to compensation not exceeding one year's net earnings where he has succeeded in extending the principal's business.

It is also desirable on other than legal grounds that an agency agreement should be terminated on an amicable basis if possible. Switzerland is a small country, and if it were generally believed in the trade that a Swiss agent had received unfair treatment from a foreign principal there might be subsequent prejudice against the principal and his products, and it might prove difficult to find an alternative agent.

If a British firm is dissatisfied with its agent, the Commercial Department of the British Embassy in Berne are prepared, upon request, to look into the circumstances and to offer comments. They cannot, however, undertake to do so unless they are free to approach the agent in question during the course of their inquiries.

The Commercial Department are also prepared to assist British firms to find new agents, but they are unable to do so until notice of termination has been given of any existing contract.

### Further information

British exporters whose products or whose methods of sale are subject to Federal or other regulations described in this article are strongly recommended to obtain copies of these documents from the addresses given above. Reference copies are held by the Export Services Branch of the Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Telex 25977) and by the Commercial Department of the British Embassy, Thunstrasse 50, 3005 Berne (Tel. (031) 445021, Telex 2052 32687), both of whom are ready to offer guidance or to seek clarification from the Swiss authorities of any points which cause difficulty.

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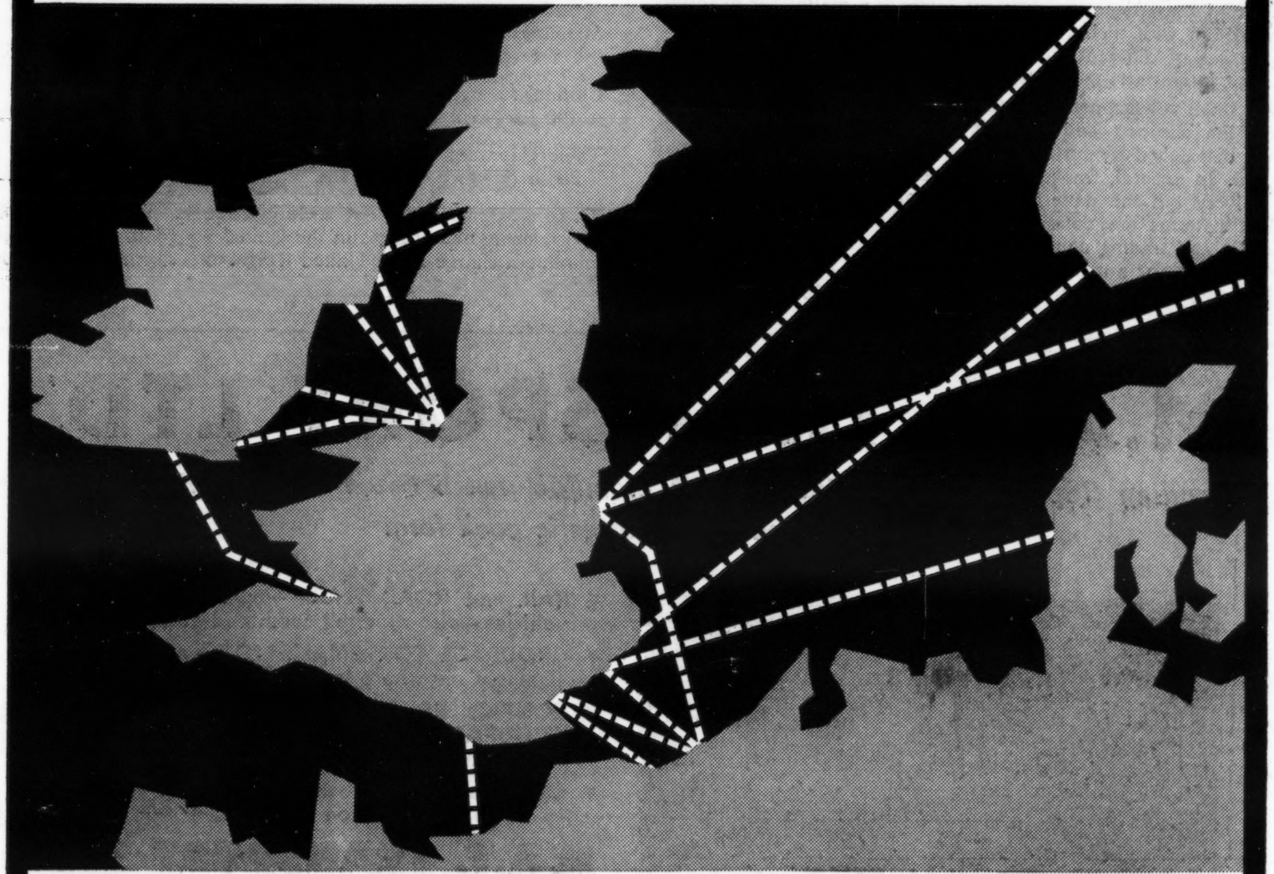

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# Freight services between Britain and Switzerland

WHEN EXPORTING to such a highly competitive market as Switzerland, the importance of a fast, reliable and reasonably priced freight service cannot be exaggerated. The Swiss, more than two-thirds of whose imports are from the neighbouring countries of Germany, France and Italy, with their short supply routes, expect and get prompt delivery. Failure to deliver on time or to provide replacements or maintenance facilities, can prove a real barrier to further business.

The purpose of this article is not to provide a comprehensive guide to the services available, but to indicate the basic features of some of the main routes. The precise comparison of cost, timing, safety and convenience on different routes is a matter for exporters to work out with their freight forwarders, since the particular circumstances of different consignments can lead to a wide range of different freight arrangements.

For small consignments of up to 22 lbs., parcel post is likely to prove the cheapest and simplest method of despatch. A 22 lb. parcel dispatched by surface mail would cost 19s. and by airmail 37s. 6d. In general, transport costs vary inversely with the speed of delivery but the pattern is by no means constant. Moreover, freight patterns are constantly changing to cater for new commodities and trading conditions. It may, for example, pay an importer to ask for a machine tool to be sent by air where the extra freight costs may be more than covered by having the machine in production a week ahead of schedule. Or to take another example, the greater carrying capacity of the Rhine steamers may allow firms to take advantage of a high degree of prefabrication.

It is of course beyond the scope of this article to provide comprehensive information about costs. Quotations have however been asked for freighting three representative commodities. These quotations, or rather estimates, should not be taken as a basis for an actual transaction; moreover in certain cases different companies may well be able to quote different rates. The figures will, however, give a rough idea of the range of costs.

| | **Air** | **Rail** | **Road** |
|---|---|---|---|
| **London to Basle** | | | |
| Machine tool: | | | |
| 1 ton (1,016 kg) | £63 10s. | £18 13s. | £37 15s. 6d. |
| Clothing: | | | |
| 100 lb. (45 kg) | £3 18s. 9d. | £2 13s. 8d. | £2 16s. 6d. |
| Table glassware: | | | |
| 20 lb (9 kg) | £1 10s. | £2 14s. 6d. | £2 9s. 9d. |

These assessments to not include customs clearance, handling and documentation charges in the United Kingdom or Switzerland. A minimum charge in the United Kingdom is normally a little over £1.

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In addition to the very popular rail ferry services there is a wide range of other cross-Channel services with links between the channel ports and Basle which afford a reliable and reasonably fast service between Britain and Switzerland. Goods sent by rail ferry usually take from 5 to 10 days to reach Basle, although there have been instances where they have taken considerably longer. Goods of up to 20 tons are carried by the normal rail ferry services. Heavier loads may be transported on special wagons.

Goods travelling by road take from 5 to 7 days to reach Basle. There are daily collections from centres in London. Consignments of up to one ton are normally accepted. The average weight of consignment carried is approximately 2 cwts. Minimum charges are based on a weight of 24 lbs.

In addition to regular cross-Channel services with through billing to destinations in Switzerland provided by several shipping lines, a direct weekly steamer service between London and Basle is offered throughout the year. Additional sailings can be arranged according to demand. Goods take an average of 7 days in transit from loading at the Port of London to the point of discharge at Basle. Vessels of approximately 400 to 500 tons deadweight are used. Loads of up to approximately 30 foot in length can be carried.

There are several passenger flights a day which also take freight from London to Geneva, Basle and Zurich. Basle and Zurich are also served by a daily DC4 freighter. Under normal conditions a maximum of 12 hours would elapse between the delivery of goods to the London office of airlines and arrival in the Swiss customs house. The actual flight time is about 1½ hours. The DC4 freighter takes a load of 8.4 tons. The maximum dimensions of consignments are governed by the size of the freighter door which is 7 feet (213 cm) high by 9 feet 4 inches (285 cm) wide.

Customs free zones exist at most of the main points of entry into Switzerland. There are also bonded warehouses in the main commercial centres and many firms have their own bonded worehouses.

*Tobogganists at the Swiss ski resort of St. Moritz are taken to the starting point of the famous Cresta Run in this specially-fitted 12-seater Leyland transporter owned by the St. Moritz Tobogganing Club, which makes the journey once made by the more romantic but slower horse-drawn sleighs. Equipped with Sparshatt's drop-side bodywork, this first-ever purpose-built Cresta Run vehicle is a 60 b.h.p. 2-Tonner specially modified to carry besides passengers, up to 12 20in.-wide steel toboggans.*

However good the transport services between England and Switzerland and within Switzerland itself, it is wise to allow a margin for seasonal delays. Moreover, further delays inevitably occur unless proper decumentation is provided. In particular, it is important that exporters complete the prescribed EFTA forms where goods are to benefit from the reduced rates of duty. Swiss import duties are normally assessed on gross weight including packing, and the use of unnecessarily heavy packing should therefore be avoided. If, however, packing is so light as to constitute an attempt to evade duty, the customer will make up the difference by an application of a special tare tax. This is also levied on goods delivered unpacked out of bond. Full information about current duties is available from the Tariff Section of Export Services Branch, Board of Trade.

---

## *'Call Export Intelligence'*

We can help you profit from new markets overseas.

Call EXPORT INTELLIGENCE

- and get the vital facts, key contacts and individual guidance you need-for the price of a telephone call

THE THIRD phase of the Board of Trade's 'Call Export Intelligence' campaign began on January 9. The purpose of the campaign, which started in April 1965, is to publicise the many Board of Trade facilities available to exporters. Advertisements in the new phase of the campaign have continued to offer to businessmen a speedy and confidential advisory service on various aspects of exporting, e.g. finding an overseas agent, providing the latest tariff and market information, creating overseas publicity, etc. These advertisements have appeared in four national papers, three Sunday papers, the London evenings and the *Board of Trade Journal*. Since the campaign started, 10,487 inquiries have been addressed to Export Intelligence offices in don and other parts of the country as a direct result of advertising.

Exporters are invited to call us for:

1. Guidance on your individual export problem.
2. Information on the most likely market(s) for your product(s) overseas.
3. Introductions to potential agents and buyers.
4. Help with overseas business visits.
5. Status reports on foreign firms.
6. Information on Tariff and Import regulations.
7. Details of overseas contracts out for tender.
8. Help and advice on participating in Trade Fairs overseas.
9. Assistance in finding licencees to manufacture your product abroad.
10. Information on how to market and advertise your product abroad.
11. Investigation into product suitability for foreign tastes and customs.
12. Help with overseas publicity (through Central Office of Information).

**Telephone Numbers:**

**at HQ: London CITy 9633 Telex 25977**

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# *Extension of ECGD guarantees to banks*

'During 1965 a number of far-reaching improvements were made in the facilities offered by the Export Credit Guarantee Department,' said Mr. Douglas Jay, President of the Board of Trade, in a statement in Parliament on March 8. 'I am happy to announce today two further major extensions to these facilities which should bring immediate additional benefit to a large number of exporters and encourage their search for new business in new markets.

'First, a scheme will now be launched to cheapen and simplify the financing of exports in the important field between 30 days and two years. The basis of this scheme will be an unconditional guarantee by ECGD to the banks, of 100 per cent of a bill of exchange at Bank Rate, with a minimum of 4½ per cent. The banks will not make any additional charge. The exporter will receive cash for his goods by the time of shipment and will be freed from bank recourse from the time when the Bill is accepted.

Secondly, I propose to extend the existing scheme by which ECGD gives a guarantee to banks which provide finance for exports at a fixed interest rate of 5½ per cent plus the usual bank charges. At present the scheme has been limited to a minimum order value of £25,000. ECGD will now be ready to consider any cases where two years or more credit has been authorized. I am circulating a more detailed statement of these two new schemes in the official report. They will both, I believe, bring substantial new assistance to exporters.'

The following information was circulated in the official report concerning extension of ECGD guarantees to banks:

As a first step the new facility for credit periods between 30 days and two years will apply to credit insured exports where payment is due against a negotiable instrument, for example, a bill of exchange or promissory note.

For each insured exporter ECGD will give the exporter's bank a guarantee covering them up to a stated maximum amount outstanding. The exporter will undertake to make good to the Department any payments which are made to the bank and which are not immediately payable by ECGD to the exporter under the standard credit insurance policy. To obtain the finance the exporter will apply to his bank in the normal way producing the bills of exchange and supporting evidence of shipment, together with a form of warranty that the transaction is export business eligible under the scheme.

The bank will advance 100 per cent of the principal value of the bill of exchange relating to the shipment charging the exporter interest at bank rate (variable, but with a minimum of 4½ per cent) until payment is received. Once the buyer has accepted the bill, the bank will look to him for payment, or should he default, to the ECGD. The effect will be that the exporter will have received cash for his export by the time of shipment and will be freed from the risk of bank recourse at an early stage.

The only additional cost to the exporter (beyond the interest) will be the ECGD charge for the supplementary guarantee. This has been set for the time being at 2s. 6d., yearly, per £100 of the guarantee limit. Banks will not make any additional bank charges for the facility.

ECGD will begin to invite applications from their policy-holders within the next few weeks. It will be a condition of application that the exporter has held standard ECGD comprehensive cover for at least a year. As the number of exporters concerned is too large for us to take on all applications straight away, ECGD will first approach those companies conducting the largest volume of insured export business. All eligible firms on ECGD's books however will be invited to apply as soon as we are ready to deal with their applications.

There is a different set of problems to be tackled where there is no separate negotiable document, such as a bill of exchange, providing evidence of the buyer's indebtedness, in respect of which ECGD could give its unconditional guarantee. We are continuing discussions about this type of transaction, and hope that a solution may be found which would enable us to extend the advantages of this scheme to transactions where firms are unable to obtain negotiable instruments.

ECGD are also extending their facility for Guarantees to Banks under which the banks provide finance at a fixed rate of 5½ per cent plus appropriate bank charges. These are issued case by case and cover the field of credit terms of two years and upwards and where at present a minimum order value of £25,000 is operative. There may be instances where it is necessary in order to meet credit competition to give two years' credit or more for contracts below this value limit. ECGD will now be prepared, in cases where the banks are agreeable, to consider them for cover under the existing scheme.

Taken together with existing facilities access to special export finance will now be possible over a very wide field of credit business. The new scheme will be available for re-exports, but we are not prepared to extend these guarantees to the financing of merchanting business conducted outside this country with goods not produced in Britain.

The new arrangements will bring immediate benefit to a large number of exporters in many industries and will be a positive encouragement in their search for new customers and new markets. We shall watch with interest the use made of the scheme and be ready to introduce changes if they prove desirable in the light of experience.

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The decision to make a reference to the Monopolies Commission does not prejudge the question of whether or not the matter to be investigated is contrary to the public interest. It is for the Commission to report on this, when they have established the facts.

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# Scotland's substantial contribution for exports

***—Lord Brown***

AT THE END of a two-day visit to Scotland, Lord Brown, Minister of State for Exports, said he was much impressed and encouraged by what he had seen of Scottish industry. Scotland's contribution to the export effort was excellent, he said, singling out the whisky industry's 1965 export achievement which exceeded £100 million.

Lord Brown had, on March 10, visited William Thyne Ltd., Edinburgh (manufacturers of packaging), and the Edinburgh Crystal Glass Co. Ltd. where he saw examples of fine glassware from the time of the first Jacobite rising to the present day. William Thyne calculate that 35 per cent of their output finds its way overseas around the products of other companies, particularly the whisky bottlers. Edinburgh Crystal Glass told Lord Brown that the success of their quality glassware is the reason for their plans to move to newer and bigger premises in the near future. A working lunch with the directors of the Edinburgh Chamber of Commerce was followed by a drive to Dundee where the Minister was the speaker at a meeting of the Dundee Management Association.

The second day began with a visit to the bottling and blending plant of John Dewar and Son Ltd. of Perth. Lord Forteviot, chairman of the company, told Lord Brown that despite the industry's record £107.6 million worth of exports in 1965, whisky still had to be sold, and the increasing duties and taxes levied by overseas countries were a considerable problem. The Minister congratulated the company, not only on its export record, but also on the premises it designed and built in 1962. These are said to be the most modern in design and layout in the whole industry.

Lord Brown was similarly impressed by the modern plant and equipment of John G. Stein and Co. Ltd., of Bonnybridge. This is claimed to be one of the most up-to-date factories in the refractory materials industry; it possesses the longest tunnel kiln in the world and Lord Brown was shown a new automated crushing and mixing plant which is nearing completion. He also saw consignments of refractory bricks being packed ready for delivery to steelworks overseas. In lunchtime discussions Lord Brown told the company that they had a works to be proud of, and encouraged them to let the world know of the lead they claimed in the production of special refractories.

The final call of the tour was at William Collins, Sons and Co. Ltd., the Glasgow printers and publishers. Nearly half the company's output of about 30 million volumes is sent overseas. This includes hard backs, educational and children's books, bibles, paper backs and diaries. The firm has subsidiaries in the United States, Australia, New Zealand, Canada and Africa and overseas tours by directors and senior staff are a regular feature.

At the end of the tour Lord Brown said: 'If we can get a greater number of firms of the calibre of those I have seen on this Scottish visit, then we have nothing to fear. Scotland makes a very substantial and valued contribution to the export market, but there is no reason why it should not be better. I was very impressed to hear about the very large number of overseas sales missions which are organized – it is probably a higher proportion, *per capita,* than for the rest of the United Kingdom and this is an excellent thing. He went on to ask for greater attention on three special fronts – the United States consumer goods market where special tastes create big demands, in EFTA where tariff benefits are beginning to appear, and in the selling of 'know how'.

'I should like to see more firms being aware of the opportunities in Eastern Europe for the sale of plant and 'know how', where people are beginning to make more and more of the goods they once imported they need the equipment and the knowledge to do it; we could be selling them those things.'

A private dinner with members of the Scottish Council (Development and Industry), completed the Minister's stay in Scotland.

# Investment Incentives

IN THE White Paper on 'Investment Incentives' (Cmnd. 2874) the Board of Trade announced their intention to publish from time to time more detailed guidance for industry about how the scheme of investment grants outlined in the White Paper is intended to operate.

### Leased plant and machinery

The first announcement of this kind was made by Mr. Douglas Jay, President of the Board of Trade, on March 10, in answer to a question in Parliament. It sets out the proposed arrangements for paying grants in respect of leased plant and machinery. Paragraph 32 of the White Paper stated that provision will be made for paying investment grants on leased equipment but that the arrangements for doing so required further consideration. The announcement made on March 10, explains that the intention is to provide for paying grants for leased plant and machinery on the following basis:

(1) Grants will be paid in respect of eligible items of plant or machinery which are leased, when new, for use in a qualifying process of manufacturing or extraction for a minimum period of three years.

(2) Grants will be paid to the lessor who will be under an obligation to notify the Board of Trade if the equipment in question ceases to be used for the purpose, or in the place, in respect of which the grant was given. The lessor will be liable to repay the grant in such circumstances.

(3) If an eligible item of plant or machinery which qualifies for a grant on this basis is leased for use in a Development Area, it will be eligible for a grant of 40 per cent. In other cases, the grant will be 20 per cent.

(4) Grants will not be paid in respect of plant or machinery leased to persons or institutions who would not themselves be eligible to receive grants, such as local authorities or government undertakings or for assets for use outside Great Britain.

The possibility of extending the scheme to cover some classes of plant and machinery when leased for shorter periods than three years is still under consideration. It is, however, clear that there would have to be adequate safeguards against diversion to use for non-qualifying purposes. A further announcement will be made.

### Qualifying period for grants on plant and machinery bought outright

The White Paper states that the Board of Trade will have power to impose conditions on the making of investment grants and to secure information and such undertakings as may be necessary to avoid abuse. It is not, however, the intention that any conditions other than those necessary for these purposes should be attached to grants.

For instance it will normally be a condition of payment that the recipient should notify the Board of Trade of any disposal (or change from qualifying uses) of an asset within a given period; and there will be power to secure repayment of the grants in certain circumstances. But the grants will not, for example, be made conditional upon whether machinery is used for manufacturing one kind of article rather than another.

The Board of Trade announce that the period within which these conditions will apply will be three years from the date of acquisition of the plant or machinery.

**Notes:**

1. The above proposals have been discussed with representatives of industry, and the Board of Trade believe that they will be generally acceptable.

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UNITED KINGDOM exporters may wish to know more about a firm abroad which has offered to do business with them. The Board of Trade keeps records about the standing, activities and influence of many firms abroad, and will make inquiries about any particular firm not already on record. These are not credit reports (for which the inquirers should apply to banks and other agencies) but they are useful in deciding the suitability of the overseas trader as a sales outlet. Requests for reports should be addressed to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4, or to the appropriate Regional office of the Board.

# *Extension of ECGD guarantees to banks*

'DURING 1965 a number of far-reaching improvements were made in the facilities offered by the Export Credit Guarantee Department,' said Mr. Douglas Jay, President of the Board of Trade, in a statement in Parliament on March 8. 'I am happy to announce today two further major extensions to these facilities which should bring immediate additional benefit to a large number of exporters and encourage their search for new business in new markets.

'First, a scheme will now be launched to cheapen and simplify the financing of exports in the important field between 30 days and two years. The basis of this scheme will be an unconditional guarantee by ECGD to the banks, of 100 per cent of a bill of exchange at Bank Rate, with a minimum of 4½ per cent. The banks will not make any additional charge. The exporter will receive cash for his goods by the time of shipment and will be freed from bank recourse from the time when the Bill is accepted.

Secondly, I propose to extend the existing scheme by which ECGD gives a guarantee to banks which provide finance for exports at a fixed interest rate of 5½ per cent plus the usual bank charges. At present the scheme has been limited to a minimum order value of £25,000. ECGD will now be ready to consider any cases where two years or more credit has been authorized. I am circulating a more detailed statement of these two new schemes in the official report. They will both, I believe, bring substantial new assistance to exporters.'

The following information was circulated in the official report concerning extension of ECGD guarantees to banks:

As a first step the new facility for credit periods between 30 days and two years will apply to credit insured exports where payment is due against a negotiable instrument, for example, a bill of exchange or promissory note.

For each insured exporter ECGD will give the exporter's bank a guarantee covering them up to a stated maximum amount outstanding. The exporter will undertake to make good to the Department any payments which are made to the bank and which are not immediately payable by ECGD to the exporter under the standard credit insurance policy. To obtain the finance the exporter will apply to his bank in the normal way producing the bills of exchange and supporting evidence of shipment, together with a form of warranty that the transaction is export business eligible under the scheme.

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## *HRH Prince Philip's visit to the US*

Coinciding with his arrival in Miami to start his tour of the United States, the following telegram was sent to HRH the Duke of Edinburgh by Sir William McFadzean, chairman of the British National Export Council on March 9:

'May I, as chairman of the British National Export Council, send our warmest greetings to Your Royal Highness at the start of your tour in the United States. The numerous engagements which you have been good enough to include in your programme demonstrate the keen interest you take in British commercial enterprise. They will focus well-deserved attention on this subject as well as bring welcome encouragement to our salesmen. We are most grateful to you for devoting so much time to this aspect of your trip, and together with Lord Watkinson, chairman of the Committee for Exports to the United States, who will be meeting you in Los Angeles and accompanying you on the rest of your visit to the United States, we wish you every possible success.'

Commenting on trade with America, Sir William said: 'Following a 23 per cent increase in the whole of 1965, exports to the United States bounded by 57 per cent in January 1966 to a total of over £44 million. While one month's figures must be treated with caution, the trend is a good augury for Prince Philip's tour.'

During his American tour, Prince Philip will be particularly concerned with:

**British cars:** He visited a display of the latest models of British sports cars in Los Angeles on March 14. California is one of the biggest overseas markets for British cars; it is also the fastest growing area in the United States with an annual population increase of around 700,000 and an average net income of over $7,500 per annum.

British automobile exports to the United States in 1965 totalled $114 million. An intensified marketing drive is being made this year to improve this considerably.

**British aircraft:** In Chicago, Prince Philip will inspect an exhibition staged by British firms in the aerospace industry. During his tour, he will be flying in a BAC 111. Britain has sold 14 BAC 111's to Braniff Airlines, 30 to American Airlines, two to Aloha Airlines and 14 to Mohawk Airlines. Another British aircraft, the Hawker Siddeley HS-125, is also gaining popularity in the United States.

**British clothes:** In New York (March 18), Prince Philip will visit exhibitions of menswear at leading department stores, on Fifth Avenue. The demand for the latest British styles in men's clothing, especially those with the 'mod' look, is growing rapidly in the United States.

Large orders are being placed by major stores all over the United States. Sales of menswear in 1966 are expected to exceed last year's figure of $4·5 million.

## *German Defence Ministry and post office join trade mission to Britain*

An inward mission from West Germany, is to visit Britain from March 27. The Mission is the first to be organized by the Electronic Valve and Semi-Conductor Manufacturers' Association (VASCA) in conjunction with the Export Council for Europe.

The mission will spend a full week here in Britain. As well as London-based firms, Manchester, Sutton Coldfield, Chelmsford, and Paignton are on the itinerary. The group includes two high officials of the German Post Office's Electronic Equipment Department; among other government organizations represented are the Institute for the Development of Air and Space Communications, and the Electronics Division of the Federal Ministry of Defence which buys equipment on behalf of all three armed services. Commercial firms represented include the Junkers Aircraft and Motor Company and AEG-Telefunken of Frankfurt.

Industrial valves and semi-conductors are used in capital electronics equipment, in industrial production control, in telecommunications, radio stations, and radar installations, not only for the Services but also for civil airports and merchant shipping. At present, this industry's exports are increasing steadily and cover most areas of the world. The larger Commonwealth countries have so far been among the best customers. British television camera tubes are exported to almost every country which has TV.

World-wide exports of valves, tubes, and semi-conductor devices during 1965 totalled £13,320,466 sterling, which was an actual increase over 1964 figures of nearly £2 million, and a percentage increase of nearly 17 per cent. Of this total, exports to West Germany accounted for nearly one million sterling, and VASCA feel they can do even better in future.

The British National Export Council is giving financial support to this Mission.

## *Britain could lead the field in development of Libyan trade*

Libya, with an annual oil revenue which has increased from £2 million to more than £100 million in less than five years, could shortly become one of Britain's leading markets in the Middle East. This is the view of a 12 man fact finding mission which has just returned to Britain after a 10 day visit to the area.

In a preliminary announcement on March 8, the Mission, which was organized by the Committee for Middle East Trade, emphasizes that revenue from oil in Libya is still increasing rapidly. The annual value of imports has risen from £14 million to £104 million in only nine years.

Seventy per cent of oil revenue in Libya is earmarked for development and £169 million has already been allocated for the Government's first five year plan (1964/8). The Mission states that they were particularly impressed by the Libyan Government's imaginative planning for raising the living standards of people in all parts of the country.

At the present time, although there is much goodwill for Britain, Italy is leading the field and Britain has only about one-fifth of the market. Vigorous selling with close personal contact is required, and newcomers to the field in sufficient numbers could show substantial gains for Britain but a concentrated effort is needed now in this rapidly developing market.

Referring to the Libyan five year plan, the Mission states that the major emphasis is on public works, and housing, communications and ports, agriculture and light industry, education and health. An ambitious road-building programme is starting, and the market for vehicles, as well as construction plant, is increasing.

Building on a vast scale is planned – schools, hospitals, public buildings, hotels, with housing at the top of the list. There will be a huge market for building materials of every description, and for fittings, equipment and furniture.

In a country with a small population – about 1·5 million – labour is in very short supply, and there will be a market for every type of labour-saving device, agricultural, industrial and, increasingly, domestic.

The country's new-found wealth is percolating downwards. The market for consumer and consumer durable goods will grow as the general standard of living continues on the ascent which has already begun.

The statement concludes that there is nothing easy about the Libyan market, and the competition is fierce. But those who are prepared to make a major effort can look forward to a steadily increasing market for a wide range of products and services.

Further information can be obtained from: Mr. H. M. Thomson, Committee for Middle East Trade, 33 Bury Street, London, S.W.1. (Tel. Trafalgar 1170, 2137).

## *Committee for exports to Latin America appoint new chairman*

At the invitation of Mr. Douglas Jay, President of the Board of Trade, Mr. H. Leslie Bowes has been appointed Chairman of the British National Export Council's Committee for Exports to Latin America. Mr. Bowes succeeds Sir Berkeley Gage who recently announced his resignation for reasons of health.

## Allied Produce Co. Ltd. and A.I. Levy (Holdings) Ltd.

The report of the Inspectors appointed by the Board of Trade pursuant to Section 165(b) of the Companies Act, 1948, to investigate the affairs of Allied Produce Co. Ltd. and A. I. Levy (Holdings) Ltd. was published on March 16.

Copies of the Report can be obtained from Her Majesty's Stationery Office, 49 High Holborn, London, W.C.1, and branches, or by post from HMSO, PO Box 569, London, S.E.1 (price 1s. 9d. or 2s. 3d. by post).

*A trade mission organized by the British Hosiery and Knitwear Group with the assistance of the British National Export Council recently returned from a successful visit to Scandinavia and Russia lasting 2½ weeks with orders amounting to more than £64,000. The mission was led by Mr. A. C. Dugard, chairman and joint managing director of Cooper and Roe Ltd. (centre, in light overcoat).*

## Application for drawback of duty on imported vegetable tanned leather

THE BOARD OF TRADE give notice that they are considering an application for the allowance of drawback of duty on:

**Imported material:**

Dressed vegetable tanned calf leather

**Exported goods:**

Drafting bands of a kind used for textile machinery.

Any interested party wishing to support or oppose this application should do so in writing to the Board of Trade, Tariff Division, 1 Victoria Street, London, S.W.1, not later than April 8, 1966.

## *United Kingdom butter imports: quota year 1966/1967*

MR. DOUGLAS JAY, President of the Board of Trade, announced in reply to a Parliamentary Question on March 10 that the quota system for imports of butter will continue for a further 12 months, beginning April 1, 1966.

The total of imports to be authorised initially will be 435,500 tons. This will comprise basic quotas of 421,230 tons as set out in Column 1 of the table below; 5,500 tons in addition to basic quotas and 8,770 tons to offset reductions and suspensions of the basic quotas of certain countries which have been made in the light of their supply prospects.

These additional quantities are for delivery in the period April-November from countries with basic quotas who have estimated that they may have such additional butter and are set out in Column 3 of the table below.

For countries authorized to send these additional quantities, the total licence entitlement for April-November is the sum of the quantities shown in Columns 2 and 3 of the table. To the extent that actual deliveries fall short of this total, the extra authorization will lapse automatically at the end of November.

The butter situation will be reviewed in the summer with the New Zealand and Australian Governments to enable the United Kingdom to determine whether any additional allocations, limited to 5,000 tons, should be issued. New Zealand and Australia, whose heaviest shipments arrive in the period December-March, would be given first opportunity to fill any allocations then issued in accordance with their entitlements to proportionate shares of total permitted imports.

There will be no general provision for the carry-over of old quotas into the new quota year or anticipation of the new quotas in the current year. Exceptions may be made to meet special circumstances such as shipping difficulties.

A Notice to Importers giving full details of the licensing arrangements for the quotas is being issued.

**Notes:**

Stocks of butter in this country and in Europe are considerably higher than a year ago and, given normal weather, butter supplies are expected to be plentiful. The intention of the announced arrangement is to achieve a level of supplies sufficient to maintain a stable and reasonable level of prices.

The total of basic quotas has been increased by 1,230 tons. This results from an increase in that of the Irish Republic to 23,000 tons in the context of the provisions of the recently concluded agreement for a free trade area, which has been partly offset by suspension of the South African and Kenya quotas and reduction of that of the Argentine, without prejudice to their position in future years.

| | | For countries authorised to send additional quantities | |
|---|---|---|---|
| | Basic Quotas | Basic Quantities for delivery April-November | Additional Quantities for delivery April-November |
| | Column 1 (tons) | Column 2 (tons) | Column 3 (tons) |
| Argentina | 6,000 | — | — |
| Australia | 66,700 | — | — |
| Austria | 1,830 | 1,000 | 400 |
| Belgium | 215 | — | — |
| Bulgaria | 805 | 405 | 250 |
| Denmark | 98,420 | 66,000 | 6,000 |
| Finland | 12,370 | 7,570 | 3,000 |
| France | 2,580 | 1,580 | 300 |
| Hungary | 1,720 | 1,050 | 180 |
| Irish Republic | 23,000 | — | — |
| Netherlands | 15,060 | 9,500 | 1,240 |
| New Zealand | 168,000 | — | — |
| Norway | 1,830 | 1,000 | 500 |
| Poland | 17,210 | — | — |
| Rumania | 325 | 200 | 2,400 |
| Sweden | 4,950 | — | — |
| Uruguay | 215 | — | — |
| Total | 421,230 | | 14,270 |

## *Applications for temporary exemption from import duty*

THE BOARD OF TRADE are considering applications for the temporary exemption from import duty of the materials listed below on the grounds that these materials are not made in this country or the Commonwealth or the supply available from these sources is not substantial having regard to the existing United Kingdom demand.

Representations are invited from manufacturers in this country or agents of Commonwealth manufacturers who consider they are, or will be within a reasonable period, in a position to supply a substantial proportion of the United Kingdom demand for these materials, or who are interested in their future production.

Temporary exemptions come into effect on the operative date of the Treasury Order in which the materials are specified and normally continue until the end of the current calendar year, when they are reviewed.

Interested parties who wish to make representations should address them to Tariff Division, Board of Trade, 1 Victoria Street, London, S.W.1, preferably through a Trade Association, giving the respective reference shown below and stating whether their names may be passed to the applicants for temporary exemption. Representations should be received by April 1, 1966.

| Tariff heading | Proposed definition for tariff purposes | Applied for as | Exemption required until | Reference |
|---|---|---|---|---|
| 28.52 | Mixed rare earth oxides containing in the dried material not more than 95 per cent. by weight of rare earth elements estimated as rare earth oxides | Calcined concentrates of bastnaesite | December 31, 1966 | 6771 |
| 29.23 | *N*-2:2-Dimethoxyethylmethylamine | *N*-Methylaminoacetaldehyde dimethylacetal | December 31, 1966 | 5119 |
| 29.33 | Ethylmercury chloride | as in previous column | December 31, 1966 | 6825 |
| 29.34 | Diethyl di- (2-hydroxyethyl)- aminomethylphosphonate | as in previous column | December 31, 1966 | 6826 |
| 29.35 | 1:3-Di-(2-pyridylimino) *iso*indoline | as in previous column | December 31, 1966 | 6795 |
| 39.01 | Nylon 66 in the forms covered by Note 3(b) of Chapter 39, containing not more than 2 per cent. by weight of titanium dioxide | Nylon 66 flake | December 31, 1966 | 6800 |

# Parliamentary Answers

**Below is a selection of Parliamentary answers of interest to trade and industry.**

## TUESDAY, MARCH 8

### Publication of *Trade and Navigation Accounts*

Asked how soon after the end of the month the *Trade and Navigation Accounts* were published by HMSO during 1964; and how soon after the end of the month the corresponding Overseas Trade Accounts were published in 1965, Mr. Douglas Jay, President of the Board of Trade, answered: 'On average after 18½ and 21 working days respectively. It is expected that the interval will be shortened later this year, following the move of the Customs Statistical Office to Southend where their computer unit is located.'

Answering a Member who asked what information was included in the *Trade and Navigation Accounts* which was not published in the *Overseas Trade Accounts;* and why such information was now excluded, Mr. Jay said that the shipping statistics previously published in Accounts VIII and IX were omitted as being more conveniently published in the *Board of Trade Journal*, where more detailed shipping statistics already appeared once a quarter. Some comparative information for earlier periods was omitted to permit printing direct from computer output.

### World shortage of timber

The President of the Board of Trade was asked what information he had received from the Forestry Department of the Food and Agriculture Organization in Rome regarding the likelihood of a world shortage of timber, particularly in the softwood category, the magnitude of such a shortage, its probable effect upon world market prices and the consequences for the United Kingdom, which was at present importing some 90 per cent of her needs for timber. Mr. George Darling, Minister of State, Board of Trade replied that a number of regional studies of timber trends and prospects have been published by the FAO and these had included tentative conclusions about a possible world shortage in 1975. The implications of such a shortage for the United Kingdom which might be drawn from this and other available information were summarized in the Report of the Land Use Study Group which was published on March 3. More detailed information was expected to be available from the study of world timber trends which the FAO were now preparing for the Sixth World Forestry Congress.

### Agricultural exports to Europe

Asked what was the value of British exports to the countries of the European Economic Community and to the rest of Europe of livestock, cereals and agricultural machinery, respectively, in each of the past four years; and what were the latest trends, Mr. Roy Mason, Minister of State, Board of Trade, replied that there had been an increase in exports of live cattle in the past two years resulting from the world shortage of beef. The export of cereals depended largely on the effect of weather conditions on the quality of domestic crops. Part of the 1965 fall in exports to the Community of agricultural machinery resulted from the expansion of tractor manufacturing capacity there. A table showing the value of United Kingdom exports to Europe was published in *Hansard.*

### Sanctions on Rhodesia

Asked if he would take special steps to make an estimate of the value of trade lost to Great Britain by the imposition of sanctions on Rhodesia to date, Mr. Jay replied that a satisfactory estimate of British exports denied to Rhodesia could not be made from two months' figures. The relevant information taken from Account IV of the *Overseas Trade Accounts* was as follows:

U.K. exports and re-exports to Rhodesia

| | (£ million f.o.b.) |
|---|---|
| January-November 1965 (monthly average) . | 2·7 |
| December 1965 . . . . . . | 1·8 |
| January 1966 . . . . . . . | ·5 |

### Assistance offered under Local Employment Acts

Asked what was the amount of assistance offered under the Local Employment Acts 1960 and 1963 in the financial years 1960-61 to 1963-64 and 1964-65, and in the period April 1965 to January 1966; and what employment was provided, or was estimated to be provided, by projects to which assistance was offered under these Acts in each of these periods, Mr. Jay gave the following information:

Financial Years

| | 1960-64 (Annual rate) | 1964-65 | April 1965-January 1966 inclusive (Annual rate) |
|---|---|---|---|
| Total assistance offered. £ million . . | 30·2 | 40·6 | 41·3 |
| Estimated employment by firms. No. . | 38,500 | 60,300 | 94,700 |

NOTE: In the last two periods quoted there was a considerably larger proportion of grants, and a lower proportion of loans, than in the earlier four years.

## WEDNESDAY, MARCH 9

### Exports to Europe

Asked what share of total United Kingdom exports was accounted for by exports to countries of the European Economic Community, the European Free Trade Association and Eire in 1955 and 1965, respectively, Mr. Jay gave the following information:

UNITED KINGDOM EXPORTS

| | 1955 (a) | | 1965 | |
|---|---|---|---|---|
| | Value £ million | Share of total UK Exports % | Value £ million | Share of total UK Exports % |
| EEC . | 414 | 14·0 | 905 | 19·2 |
| EFTA . | 346 | 11·7 | 667 | 14·1 |
| Irish Republic . | 109 | 3·7 | 176 | 3·7 |
| Total UK Exports . | 2,957 | | 4,724 | |

(a) Including estimates for diamonds, etc.

### Imports of Russian watches and clocks

Asked what were the quantities and value of imports of watches and clocks from the Soviet Union in 1963, 1964, and 1965, respectively, Mr. Jay said the information would be given in *Hansard.*

### British exhibit at Berlin exhibition

The President of the Board of Trade was asked what measure of success was achieved by the experiment of a British exhibit at the Berlin Exhibition, Grüne Woche.

Mr. Mason replied: 'It is too early yet to assess the long-term results of the first British participation in this event. I understand, however, that the Food Manufacturers' Federation, the Brewers' Society and the National Farmers' Union who sponsored the British participation all consider the experiment, which resulted in retail sales to the value of £21,000, to have been extremely successful.'

### Joint Wool and Cotton Board

A member asked the President what considerations led him to invite the wool textile industry to form a joint organization with the Cotton Board; what structure and powers he envisaged for the new organization; and what progress had been made to date.

Mr. Jay replied: 'I have not issued any such invitation to the wool textile industry. The industry was, however, invited by a working group engaged in a review of the scope and functions of the Cotton Board to participate in its deliberations. The wool textile industry declined this invitation.'

### Investment incentives

Details of the plan for investment allowances in respect of leased machinery; and what arrangements will be made to consult the firms principally concerned with such leasing are published on page 587.

### Imports of butter

A statement about the import arrangements for butter for the year beginning April 1, 1966 is published on page 591.

### Monopolies Commission to investigate 'Green Cards'

A notice regarding the Monopolies Commission investigating the situation in which a fixed charge of £2 for a green card is levied by virtually all insurance companies is published on page 588.

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## A LIBRARY FOR EXPORTERS

*Foreign trade statistics and other economic statistics from almost every country in the world are freely available for reference in the Board of Trade* **Statistics and Market Intelligence Library** *at Hillgate House, 35 Old Bailey, London, E.C.4. This is a modern well-equipped library of over 85,000 volumes. It has a reading-room for visitors, and provides a document-copying service. There are trade directories covering 150 countries, and an expanding collection of trade catalogues of foreign manufacturers. A brochure describing the library's services more fully is available on request.*

*The library opens from 9 to 5.30, Mondays to Fridays. (Tel. City 5757, Ext. 368 or Telex No. 25977).*

# New Books

**The Law of Restrictive Trade Practices and Monopolies.** 2nd edition, by Lord Wilberforce, Alan Campbell and Neil Elles. (876 pages. Sweet & Maxwell, 175s.) The passing of the Restrictive Trade Practices Act 1956 added a new special subject to the modern law of the United Kingdom, so that it was not surprising that it prompted the publication of several textbooks offering comment and guidance to the legal profession. The most substantial of these was the first edition of Wilberforce, Campbell and Elles (1957), because it was less concerned with offering a section by section commentary than with providing the background material – historical, legal and industrial – for the study of the Act of 1956. Two cumulative supplements were published, in 1962 and 1964; and this new edition, considerably enlarged and substantially revised, is particularly to be welcomed. In the main the new edition follows the pattern of the first, starting with a historical introduction followed by a substantial chapter on the common law background to the statute law. After a chapter on the law relating to monopolies there is a 75-page account of the main types of restrictive practice known to be employed in trade and industry, the background against which the Act of 1956 was enacted, including a discussion of international restrictive agreements and a review of the procedures by which restrictive trade practices have been enforced. The chapters on the 1956 Act itself naturally show most alteration. The text has been revised so as to take account of decisions of the Restrictive Practices Court and of the High Court given since the Act of 1956 was passed; and the tentative interpretations of the Act put forward in the first edition have been replaced by authoritative judicial statements in many cases. On the other hand, the chapter on registration has been shortened, the initial registration of pre-existing agreements having been long since completed. A new section deals with the Resale Prices Act 1964, necessarily in a somewhat tentative manner pending examination of the act by the courts. In appendices are included the texts of all the relevant statutes and statutory instruments; summaries of the reports of the Monopolies Commission; summaries of the cases decided by the Restrictive Court under section 21 of the Act of 1956; and notes on cases referred to, but not defended before, the Restrictive Practices Court. The book was clearly completed before the passage of the Monopolies and Mergers Act 1965; the text of the act, together with a note on its implications, appears in an appendix, but otherwise it is not mentioned.

**Oil and Public Opinion in the Middle East,** by David Hirst. (127 pages. Faber, 30s.) The purpose of this book is to explain the nature and the causes of the distrust with which the Arabs regard the oil industry in their midst. Mr. Hirst, who is a graduate in Arabic and Arab affairs of the American University of Beirut, does this by means of a detailed and carefully documented analysis of Arab and Iranian opinion, official and unofficial, on the oil industry. The political, economic and legal aspects of the Middle East view of oil are examined in the first part of the book. In its second part, two case studies – the negotiations between the Iraqi Government and the Iraq Petroleum Company, and the origins and development of the Organization of Petroleum Exporting Countries – show opinion in action on specific issues. Britain's reliance on the Arabian oilfields for a substantial part of her petroleum supplies makes the subject of this book one which should be of interest in petroleum-using industries as well as to petroleum suppliers.

**International Business Venues, 1966** (248 pages. TTG Publications, The Adelphi, John Adam Street, London WC2, 42s., by post 46s.). The first edition of this publication was issued in 1964, with the title *Conventions and Trade Fairs, Directory of Venues and Facilities,* and was described in the *Board of Trade Journal,* August 14, 1964, page 332. The present, second, edition is considerably expanded, and the change of title emphasises the most important section of the work – a list of convention facilities, in 22 countries. This represents only a slight increase in terms of countries covered (Cyprus, Finland and Monaco appear for the first time; Morocco is no longer covered; the remainder, comprising Great Britain, the major West European countries, Czechoslovakia, Israel and Yugoslavia were also covered in the first edition), but a marked increase in the number of entries provided. For each town, information is given of the accommodation and other facilities available in convention centres and hotels; the addresses of car hire and coach operators; and brief details of the town itself. Other features include lists of professional convention organizers; of exhibition centres, organizers and sponsors; and of ancillary trades. The other major features are a classified list of convention-holding organizations in most of the countries covered, which must be used with care, since not all entries have been assigned to the expected division of the classification; and a classified calendar of events for 1966 and, partially, for 1967, not restricted to the countries covered by the main part of this directory. It is thus a convenient source of information for businessmen on where to stay, where to hold meetings, where to stage sales demonstrations, and where to attend conferences and trade fairs. For the latter purpose, the information on trade fairs and exhibitions throughout the world regularly published in the *Board of Trade Journal* remains a necessary supplement.

**Trade & Technical Media Planner, 1966.** (194 pages. Trade & Technical Clipping Service, Hale House, 290-296 Green Lanes, London N13, 90s. Subscription to Revision Supplements for the year 1966 (3 issues), 25s.) The purpose of this work is to serve as a guide to the editorial content of British trade and technical journals, on the basis of information supplied by their editors. About 1,200 titles are covered, and the entries are arranged in 64 classified sections. For each title the address for editorial copy is given, the frequency of publication, and the treatment given to twelve categories of editorial matter, such as information on new products, coming events, letters to the editor, book reviews, contracts. The directory shows whether these items receive featured treatment or are scattered throughout the editorial content. The use of photographs and the acceptance of blocks for reproduction is also dealt with, and the deadline date for editorial copy is shown. Many entries conclude with a brief annotation describing special features, regular supplements, or clarifying the periodical's scope. There is an index, and a list of journals which have been excluded. The directory is intended primarily for use by press and public relations officers as an aid in placing publicity material to the best effect, and information on subscription rates and publishers' addresses is therefore not provided.

**Lending to Limited Companies,** by L. C. Mather (92 pages. 10s., from the Institute of Bankers, 10 Lombard Street, London EC3.). Mr. Mather, who is Assistant Chief General Manager of the Midland Bank, has attempted to review all the features relating to the granting by a banker of advances to limited company customers. The vital importance of this subject to the branch banker is evident when it is realized that there are now nearly 500,000 companies on the Register. The author considers first the application of the basic principles of lending which apply to any borrowing proposal regardless of the type of customer, and then passes to the legal capacity of a company to borrow and any limitation on the amount that can be taken. Later sections deal with the questions of the security available and, in the case of debentures particularly, the method of valuation; and, finally, with methods of assessing the risk involved. This largely rests upon the analysis and interpretation of the company's balance sheet, which is dealt with at some length. The booklet contains the text of three lectures delivered for the Institute of Bankers; and, although intended for the practical banker, it would clearly be of value to company directors in explaining how requests for overdraft accommodation are dealt with.

**Business Aspects of Corporation Tax and Capital Gains Tax.** Report of a Conference held in Guildhall, London, on Tuesday, November 30, 1965, by the Chartered Institute of Secretaries (59 pages. The Chartered Institute of Secretaries, 16 Park Crescent, London W1. 7s. 6d.). This booklet contains the texts of the addresses given at this one-day conference. The addresses dealt with United Kingdom and overseas aspects of corporation tax, close companies and corporation tax (a close company is, briefly, a company under the control of five or fewer participators or of participators who are directors), and capital gains tax. An introductory address was given by Sir Alexander Johnston, the Chairman of the Board of Inland Revenue. The Inland Revenue have produced two booklets of their own recently to explain the provisions of these taxes. **Capital Gains Tax** (143 pages) and **Corporation Tax** (91 pages) are now available free from tax offices. Their reference numbers are No. 560(1966) and No. 570(1966) respectively.

**Japan; Laws, Ordinances and other Regulations concerning Foreign Exchange and Foreign Trade.** Since we reviewed this publication on January 21, 1966, we have heard from the publishers (The Foreign Exchange Study Association, No. 2-7-2, Shimbashi, Minatoku, Tokyo, Japan) that its price is 4,500 Japanese yen; airmail postage to the United Kingdom is a further 2,660 yen, making a total charge of 7,160 yen.

**Other publications**

FINISHING HANDBOOK AND DIRECTORY 1966, edited by J. E. Bean, assisted by the staff of the journal *Product Finishing.* 644 pages. Sawell Publications Ltd., 4 Ludgate Circus, London EC4. 48s.

IRELAND. February 1966. *Economic surveys by the OECD.* 39 pages. 5s., by post 5s. 6d., from HMSO and Government bookshops.

THE MANUFACTURERS MANUAL AND BUYERS GUIDE. 1966 edition. 1182 pages. Littlebury & Company Ltd., The Worcester Press, Worcester. 63s.

## ECGD LOCAL ADDRESSES

*The address of the Export Credits Guarantee Department is 59 Gresham Street, London, E.C.2 (Monarch 6699). The department has 16 local offices in various parts of the United Kingdom. A list is given on page 508 of the* Board of Trade Journal, *March* 4, 1966.

# Government surplus sales by auction

## MINISTRY OF DEFENCE

| 1966 | Stores | Location | Auctioneers |
|---|---|---|---|
| **April 15** | **Machine tools, miscellaneous stores, clothing and textiles.** | **Command Ordnance Depot, Coypool, Marsh Mills, Plymouth.** | **Woolland Son & Manico (Dept. L), Kinterbury House, St. Andrews Cross, Plymouth.** |

**Machine Tools.** 'Lang' 6½ in. lathes; Dean Smith & Grace 8½ in. SS & SC lathes; 'Rapidor' hacksaw machines; 'Pollard' 26 in. pedestal drilling machines; 'Harrison' 4½ in. SS & SC lathes; 'Ransomes & Pickles' 30 in. bandsaw; 'Smallpiece' 3½ in. and 4½ in. SS & SC lathes; 'Wicksteed' 10 in. hacksaw machine; 'Parkson' milling machines; 'Ormerod' 16 in. shaper and 8 in. slotting machines and various types of drilling and grinding machines.

**Miscellaneous Stores.** 'Black & Decker' heavy duty drilling machines; 'Alldays & Onions' 1 cwt. pneumatic hammer; 'Harvey & Frost' hand operated crane; hydraulic and screw jacks; carpenters', fitters', electricians' and metal workers' tool kits; electric cable; water containers; M.T. and electrical spares; batteries; miscellaneous surveying and drawing equipment; gravity roller conveyors; generators and generating sets; 500 solid fuel cookers; 1,100 'Soyer' stoves; motor and hand mowers; electric motors by L.D.C. Hopkins, Brook, Mitchell, Crompton Parkinson and English Electric; furniture including chairs various; tables; wardrobes; bureaux; bedsteads, etc.; china; glass; cutlery; earthenware and miscellaneous kitchenware; a large selection of tools including hammers, pliers, box spanners, tommy bars, adjustable spanners and screwdrivers.

**Clothing and Textiles.** B.D. blouses and trousers; ankle boots; shoes; greatcoats; raincoats; leather jerkins; 2,900 flannel shirts with collars; blankets and blanket pieces; woollen drawers; tents and old tentage; ground sheets; kitbags; 150 carpets, including one Axminster 55 ft. by 20 ft.; 500 Axminster and Wilton rugs; miscellaneous curtains; 17 tons of mixed rags; 5,000 webbing packs and numerous pouches and straps.

| | | | |
|---|---|---|---|
| **April 19** | **Earth moving equipment, plant ancillaries and spares, motor vehicles, including:** | **Ordnance Storage and Disposal Depot, Ruddington, Notts.** | **Walker, Walton & Hanson (Dept. L), Byard Lane, Bridlesmith Gate, Nottingham. (Tel. Nottingham 54272).** |

Excavators; mobile cranes; bulldozers and angledozers; crawler tractors; heavy duty trucks; compressors; scrapers; factory trucks; hydraulic tippers; breakdown vehicles; low loading trailers; mobile tankers; coaches and other load carrying vehicles; limousines; saloon and estate cars; Austin 'Champs'; vans; M.T. spares; tyres; batteries; hydraulic jacks, etc.

| | | | |
|---|---|---|---|
| **April 20** | **Petrol and diesel engines and spares, aircraft spares: M.T. and plant spares.** | **No. 16 Maintenance Unit, R.A.F. Stafford** | **South & Stubbs (Dept. L), 28 Eastgate Street, Stafford. (Tel. Stafford 2331).** |

**Catalogues for the above sales may be obtained from the relevant auctioneers 14 days prior to the date of sale. Price 1s. 0d.** (*Postal Orders only*).

**Sale by Tender – Machine Tools.**

Single and multi-spindle automatics; fine and vertical borers; broach sharpening machine; horizontal, vertical and multi-spindle drills; plain, internal and tool and cutter grinders; capstan, turret and centre lathes; horizontal, vertical, universal, manufacturing, profile and thread millers; horizontal and vertical presses; tapping machines, etc.

Location: Ordnance Storage and Disposal Depot, Harrogate Road, Yeadon, Nr. Leeds, Yorks.

Application for Tender Forms should be made to the Ministry of Defence (AD), Directorate of Sales (Sales 4 (b) (ii)), Room 419, First Avenue House, High Holborn, London, W.C.1. Tenders must be returned by 10.00 a.m., April 5, 1966. Permission to view on presentation of Tender Forms only.

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## Imports of refined sugar

As ANNOUNCED in last week's issue, page 538, the arrangements for licensing imports of refined sugar (i.e., sugar polarizing at more than 98 degrees) required for consumption without further refining have been simplified. As from March 15, by Notice to Importers No. 1144 instead of a fixed quota, open individual licences will be issued to recognized dealers and manufacturers against undertakings that they will submit returns by the tenth of each month of all sugar cleared through Customs on their account against the licences during the preceding month (six weeks in the first period). Licences will initially be made valid to September 30, 1966.

Applications for licences should be made on form ILB/A and sent to the Import Licensing Branch of the Board of Trade at the address given below. The form of undertaking to accompany applications should be as follows:

**Imports of refined sugar for direct consumption**

If an open individual licence is issued in respect of my/our application date........................., reference........ regarding imports of sugar for direct consumption, I/we undertake to make regular monthly returns to the Board of Trade of quantities imported under the licence by country of origin.

Name and address of applicant: Signature ............................

........................................ Status ............................
(Proprietor, partner, company
........................................ director, company secretary)

........................................ Date ............................

The above licences will serve also to clear any Negotiated Price Quota sugar which polarizes at more than 98 degrees.

The separate series of open individual licences issued to cover sugar for further refining will not be affected by the present measures.

Licences will not be valid for imports from Southern Rhodesia but will cover imports from all other sources.

## Purchase tax – exempt drugs and medicines

THE TREASURY have made an Order under Section 2 (3) of the Purchase Tax Act, 1963, entitled the Purchase Tax (No. 1) Order 1966, which came into operation on March 8, 1966. The Order consolidates the list of drugs and medicines which were free of purchase tax at that date.

The consolidated list supersedes the existing list shown in the Purchase Tax (No. 2) Order 1964, and it includes the items subsequently exempted by the Commissioners of Customs and Excise under section 17 (3) of the Purchase Tax Act 1963, that is, the items listed in directions made by the Commissioners up to and including their Purchase Tax (No. 1) Direction 1966. The order does not exempt any additional substance or cancel any existing exemption.

Copies of the Order are obtainable (price 1s. 6d., by post 1s. 9d.) from Her Majesty's Stationery Office, 49, High Holborn, London, W.C.1, and branches or through any booksellers.

## *Marine inquiry—'Bowqueen'*

THE FORMAL INVESTIGATION into the circumstances attending the foundering of the motor sand dredger 'Bowqueen' of Newport, O.N. 303642 in the North Sea, about 1¾ miles E.X.S. of the Gunfleet Spit Buoy, on September 8, 1965, will open at 10.30 a.m. on Monday, April 4, at 6 Burlington Gardens, London, W.1.

The Wreck Commissioner will be Mr. Waldo Porges, QC.

## Revised standard for dividend warrants

A REVISED British Standard covering dividend and interest warrants, published this week, takes into account changes brought about by the Finance Act, 1965. These changes come into force on April 5, and all dividend warrants issued on or after that date will require amendment.

This revised Standard has been prepared with co-operation from the Inland Revenue and the Chartered Institute of Secretaries, and will be widely used by company secretaries and registrars. Copies of BS 3723 may be obtained from the BSI Sales Branch, 2 Park Street, London, W.1. Price 10s. each. (Postage 9d. will be charged extra to non-subscribers.)

## Statistics

# The economy: selected indicators

Series expressed as index numbers and seasonally adjusted except where otherwise shown

| | GROSS DOMESTIC PRODUCT (expenditure estimates) | INDEX OF INDUSTRIAL PRODUCTION | CONSUMERS' INCOME AND EXPENDITURE | | | | FIXED CAPITAL EXPENDITURE | | | | | CHANGES IN STOCKS | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | Personal disposable income | Total consumers' expenditure | | Retail sales | Total | Selected components | | | | Total | Selected components | | |
| | | | | | | | | Manufacturing industry | Distributive and service industries | Dwellings | Public sector excluding dwellings | | Manufacturing industry | Wholesalers | Retailers |
| | at 1958 prices | | at current prices | | at 1958 prices | at 1961 prices | at 1958 prices | | | | | at 1958 prices | | | |
| **Base of index** | 1958 | 1958 | 1958 | 1958 | 1958 | 1961 | 1958 | 1958 | 1958 | 1958 | 1958 | series shown in £ million | | | |
| **Value in base year, £m.** | 20,085 | — | 16,100 | 15,373 | 15,373 | 9,140 | 3,478 | 922 | 688 | 591 | 1,205 | | | | |
| **1960** | 109 | 112 | 114 | 110 | 109 | 98 | 118 | 110 | 127 | 129 | 114 | +592 | +520 | +48 | +37 |
| **1961** | 113 | 114 | 122 | 116 | 111 | 100 | 129 | 130 | 135 | 137 | 121 | +319 | +230 | +36 | +29 |
| **1962** | 114 | 115 | 127 | 123 | 114 | 100 | 128 | 119 | 131 | 141 | 124 | + 76 | + 33 | +22 | +14 |
| **1963** | 118 | 120 | 135 | 130 | 119 | 103 | 132 | 108 | 140 | 145 | 133 | +177 | + 89 | +29 | +55 |
| **1964** | 125 | 128 | 144 | 139 | 123 | 106 | 153 | 121 | 163 | 184 | 152 | +510 | +332 | +72 | +47 |
| **1965** | | 132* | | | | 108 | | 132* | 159* | | | | +209* | +19* | +57 |
| **1964** | | | | | | | | | | | | | | | |
| 2nd quarter | 124 | 128 | 143 | 137 | 122 | 105 | 151 | 121 | 155 | 184 | 153 | +172 | +126 | +13 | +12 |
| 3rd quarter | 125 | 128 | 146 | 140 | 123 | 106 | 156 | 121 | 171 | 187 | 153 | +136 | + 77 | +19 | +17 |
| 4th quarter | 126 | 130 | 147 | 142 | 125 | 107 | 158 | 128 | 170 | 186 | 155 | +107 | + 50 | +30 | +15 |
| **1965** | | | | | | | | | | | | | | | |
| 1st quarter | 128 | 132 | 151 | 146 | 127 | 108 | 159 | 138 | 161 | 189 | 162 | + 57 | + 49 | —10 | +12 |
| 2nd quarter | 126 | 131 | 151 | 145 | 123 | 107 | 158 | 127 | 165 | 182 | 162 | + 95 | + 83 | — 5 | + 7 |
| 3rd quarter | 127 | 131 | 153 | 147 | 124 | 108 | 158 | 131 | 152 | 189 | 164 | +127 | + 71 | +21 | +20 |
| 4th quarter | | 132* | | | | 109 | | 133* | 156* | | | | + 6* | +13* | +18 |
| **1965** | | | | | | | | | | | | | | | |
| July | .. | 131 | .. | .. | .. | 108 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| August | .. | 132 | .. | .. | .. | | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| September | .. | 131 | .. | .. | .. | | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| October | .. | 132* | .. | .. | .. | 108 | .. | .. | .. | .. | .. | .. | .. | .. | .. |
| November | | 132* | | | | 110 | | | | | | | | | |
| December | | 133* | | | | 109 | | | | | | | | | |
| **1966** | | | | | | | | | | | | | | | |
| January | | | | | | 110 | | | | | | | | | |

| | ORDERS | | PRICES AND COSTS | | | | | LABOUR | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Engineering industries: orders on hand | Textiles and clothing industries: orders on hand† | Index of retail prices | | Wholesale price index: non-food manufacturing industry: | | Hourly wage rates: all industries and workers† | Wholly unemployed excluding school leavers | Unfilled vacancies for adults | | | IMPORTS | EXPORTS | BALANCE OF PAYMENTS: current balance |
| | | | Index† | % change on year earlier | Basic materials and fuel used† | Manufactured products: home sales† | | Mid-month or monthly average (seasonally adjusted) | Mid-month or monthly average† | Change from previous period† | Normal seasonal change | | | |
| | at 1958 prices | | | | | | | | | | | at current prices | | |
| **Base of index** | Dec. 1958 | Apr. 1959 | Jan. 17, 1956 (Derived series from January 1963) | | 1954 | 1954 | Jan. 31, 1956 | series shown in thousands | | | | 1958 | 1958 | series shown in £ million |
| **Value in base year, £m.** | .. | .. | — | | — | — | — | | | | | 3,836 | 3,250 | |
| **1960** | 120 | 136 | 110·7 | +1·0 | 104·5 | 116·0 | 122·5 | 336 | 212 | +55 | .. | 121 | 112 | —273 |
| **1961** | 122 | 104 | 114·5 | +3·4 | 104·4 | 119·1 | 130·3 | 305 | 213 | + 1 | .. | 119 | 117 | — 14 |
| **1962** | 117 | 100 | 119·3 | +4·2 | 103·0 | 120·6 | 136·3 | 422 | 149 | —64 | .. | 121 | 120 | + 93 |
| **1963** | 136 | 117 | 121·7 | +2·0 | 104·5 | 121·4 | 141·3 | 500 | 144 | — 5 | .. | 130 | 130 | +105 |
| **1964** | 162 | 124 | 125·7 | +3·3 | 108·6 | 124·7 | 148·5 | 361 | 221 | +77 | .. | 148 | 136 | —412 |
| **1965** | 166* | 121* | 131·8 | +4·9 | 110·6* | 129·4* | 157·9 | 309 | 265 | +44 | .. | 150 | 145 | |
| **1964** | | | | | | | | | | | | | | |
| 2nd quarter | 148 | 124 | 125·5 | +2·8 | 107·8 | 124·2 | 147·7 | 368 | 230 | +48 | +33 | 148 | 135 | —104 |
| 3rd quarter | 153 | 113 | 126·5 | +4·3 | 108·6 | 125·0 | 149·4 | 359 | 242 | +12 | + 6 | 148 | 134 | —127 |
| 4th quarter | 162 | 124 | 127·6 | +4·5 | 109·9 | 126·3 | 150·9 | 330 | 228 | —14 | —34 | 149 | 139 | —103 |
| **1965** | | | | | | | | | | | | | | |
| 1st quarter | 169 | 121 | 128·8 | +4·5 | 109·7 | 128·3 | 153·8 | 306 | 233 | + 5 | — 5 | 143 | 141 | — 13 |
| 2nd quarter | 166 | 127 | 132·0 | +5·2 | 111·0 | 129·1 | 156·2 | 304 | 288 | +55 | +33 | 152 | 141 | — 79 |
| 3rd quarter | 163* | 117 | 132·6 | +4·8 | 110·5 | 129·9 | 159·9 | 321 | 284 | — 4 | + 6 | 153 | 147 | — 64 |
| 4th quarter | 166* | 121* | 133·5 | +4·6 | 111·5* | 130·5* | 161·9 | 305 | 255 | —29 | —34 | 153 | 151 | |
| **1965** | | | | | | | | | | | | | | |
| July | 166* | 126 | 132·4 | +4·9 | 110·5 | 129·6 | 159·5 | 318 | 296 | — 6 | + 3 | 152 | 154 | .. |
| August | 166* | 122 | 132·7 | +4·7 | 110·2 | 130·0 | 159·9 | 324 | 282 | —14 | — 9 | 157 | 144 | .. |
| September | 163* | 117 | 132·8 | +4·8 | 110·6 | 130·1 | 160·2 | 321 | 275 | — 7 | — 7 | 149 | 143 | .. |
| October | 166* | 121* | 132·9 | +4·8 | 111·1 | 130·2 | 161·0 | 309 | 265 | —10 | —12 | 151 | 146 | .. |
| November | 166* | 124* | 133·5 | +4·5 | 111·4 | 130·5 | 162·0 | 301 | 253 | —12 | —16 | 156 | 153 | |
| December | 166* | 121* | 134·1 | +4·5 | 111·9* | 130·7* | 162·6 | 304 | 246 | — 7 | —11 | 153 | 155 | |
| **1966** | | | | | | | | | | | | | | |
| January | | | 134·3 | +4·4 | 113·0* | 130·9* | 164·9 | 285 | 245 | — 1 | — 1 | 158 | 146 | |
| February | | | | | 113·9* | 131·1* | | 277 | 260 | +15 | + 6 | 158* | 159* | |

**† Not seasonally adjusted.** *** Provisional.**

# United Kingdom trade in February

### *Summary*

EXPORTS HAVE CONTINUED to show a strong upward movement in recent months. A new record level was reached in February. Imports have been higher in recent months after a period of little increase during the second half of last year. The average trade deficit in the last three months has shown a further reduction.

### *Trade balance*

The trade deficit in February was £5 million, seasonally adjusted. For the three months December-February, the deficit averaged £15

**TABLE 1(A)**
**TOTALS**
**Seasonally adjusted values** £ million per month

| | Exports f.o.b. | Imports c.i.f. | Re-exports f.o.b. | Trade balance |
|---|---|---|---|---|
| 1964 . . . | 368 | 475 | 13 | —45 |
| 1965 . . . | 394 | 480 | 14 | —22* |
| 1964 1st quarter . | 366 | 469 | 12 | —41 |
| 2nd quarter . | 365 | 477 | 13 | —45 |
| 3rd quarter . | 363 | 475 | 14 | —51 |
| 4th quarter . | 376 | 478 | 13 | —42 |
| 1965 1st quarter . | 383 | 458 | 13 | —13 |
| 2nd quarter . | 381 | 485 | 13 | —40 |
| 3rd quarter . | 399 | 489 | 15 | —25 |
| 4th quarter . | 410 | 490 | 16 | —11* |
| 1965 September . | 388 | 476 | 14 | —24 |
| October . . | 394 | 484 | 15 | —21* |
| November . | 413 | 498 | 14 | —16* |
| December . . | 421 | 490 | 17 | + 4* |
| 1966 January . . | 396† | 506† | 16 | —45* |
| February* . . | 431 | 507 | 17 | — 5* |
| 1965 September - November . . | 398 | 486 | 15 | —21* |
| 1966 December-February* . . | 416 | 501 | 17 | —15* |

* Provisional estimates † Revised figures

**TABLE 1 (B)**
**TOTALS**
**Recorded values** £ million per month

| | Exports f.o.b. | Imports c.i.f. | Re-exports f.o.b. |
|---|---|---|---|
| 1964 1st quarter . . | 371·4 | 477·7 | 12·8 |
| 2nd quarter . . | 377·5 | 480·8 | 13·1 |
| 3rd quarter . . | 338·7 | 460·4 | 12·0 |
| 4th quarter . . | 382·9 | 479·7 | 13·3 |
| 1965 1st quarter . . | 374·0 | 464·9 | 13·6 |
| 2nd quarter . . | 401·7 | 487·0 | 14·0 |
| 3rd quarter . . | 380·6 | 476·1 | 14·0 |
| 4th quarter . . | 418·3 | 493·1 | 15·9 |
| 1966 January . . | 378·0† | 524·4† | 14·8 |
| February* . . | 411·7 | 469·1 | 15·6 |

* Provisional estimates. † Revised figures.

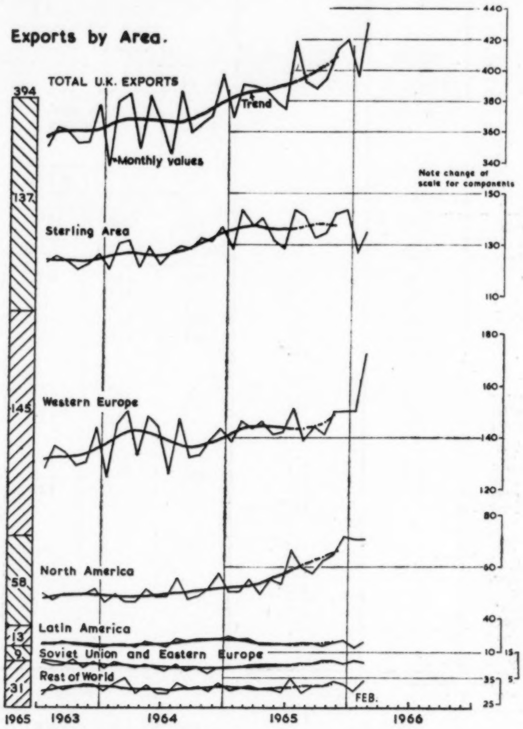


**Table 2—United Kingdom exports: Areas**

Seasonally adjusted £ million f.o.b. monthly averages or calendar months

| | Sterling Area | Western Europe | | | North America | Latin America | Soviet Union and Eastern Europe | Rest of World | Total |
|---|---|---|---|---|---|---|---|---|---|
| | | Total | EEC | EFTA | | | | | |
| 1965 Year . . | 137 | 145 | 75 | 56 | 58 | 13 | 9 | 31 | 394 |
| 1st quarter . | 136 | 143 | 74 | 56 | 52 | 15 | 8 | 31 | 383 |
| 2nd quarter | 133 | 143 | 75 | 55 | 53 | 12 | 9 | 30 | 381 |
| 3rd quarter . | 138 | 145 | 75 | 55 | 61 | 13 | 10 | 32 | 399 |
| 4th quarter . | 140 | 148 | 78 | 56 | 66 | 13 | 10 | 33 | 410 |
| December . | 143 | 151 | 82 | 56 | 72 | 14 | 10 | 32 | 421 |
| 1966 January . | 127 | 150 | 79 | 55 | 70 | 11 | 11 | 30 | 396 |
| February* . | 134 | 173 | 90 | 67 | 70 | 14 | 10 | 33 | 431 |
| 1965 Sept-Nov. . | 136 | 146 | 75 | 56 | 61 | 13 | 10 | 32 | 398 |
| 1965-6 Dec-Feb*. | 135 | 158 | 84 | 59 | 71 | 13 | 10 | 31 | 416 |

* Provisional estimates.

## Change of Address of Marine Survey Office, Fleetwood

THE ADDRESS of the Marine Survey Office, Fleetwood, was changed to Orient Buildings, Station Road, Fleetwood, Lancs., from March 14. The telephone number, Fleetwood 4630, is unchanged.

## OVERSEAS COMMERCIAL POSTS

*Over 200 official commercial posts in all the main centres of world trade are at the service of the United Kingdom exporter. A full list of their addresses is given on pages i-viii of the* Board of Trade Journal *today.*

million a month, compared with £22 million a month during 1965 and £45 million a month in 1964.

### *Exports*

Commenting on the United Kingdom overseas trade figures for February, on March 11, Mr. Douglas Jay, President of the Board of Trade, said:

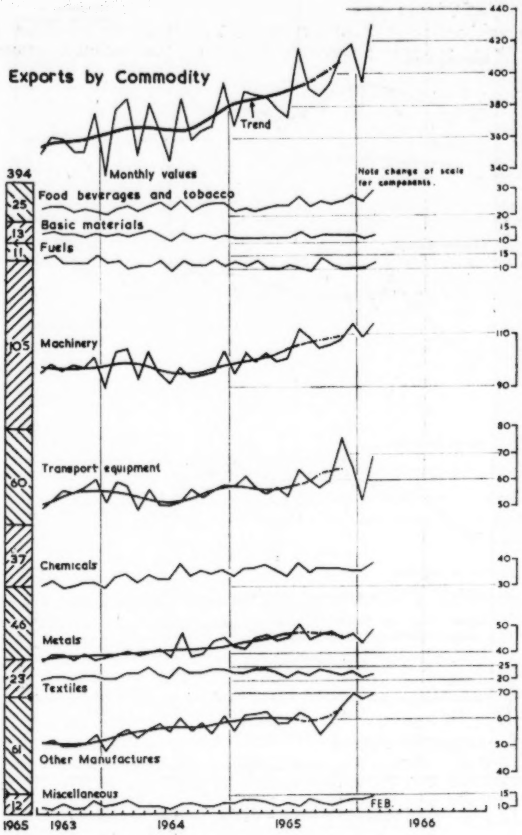
> 'Warmest congratulations to British industry and all working in the export promotion campaign, on the splendid new export record in February. The last four months, taken together, show that exports are now on a strong upward trend. This must be vigorously maintained if we are to pay for the imports required by our present high level of output, employment and investment.'

Exports in February were £431 million, seasonally adjusted. In the three months December-February they averaged £416 million, which was over 4 per cent higher than in September-November. The pattern of exports in the past three months has been irregular, with two high totals against one in the preceding period. A simple comparison of these two periods may therefore over-emphasize the rate of growth. It is nevertheless clear that there has continued to be a strong underlying expansion in exports in recent months. Taking the last six months together, the average was about 4½ per cent up on the average for the previous six months and 9 per cent up on the average for the six months before that.

Exports to North America were much higher in the latest three months, averaging nearly 16 per cent more than in the preceding three months, with increases to both the United States and Canada.

A further feature of recent months has been the renewed strong expansion in exports to Western Europe, including an exceptionally high figure in February. The average for the three months December-February was over 8 per cent up on the preceding period. Exports to the EEC showed an increase of nearly 12 per cent, with renewed strong growth to France and Italy as an important development. A big increase in exports to Belgium was largely accounted for by exceptionally high shipments of precious stones. Exports to EFTA in December-February were 7 per cent higher than in the preceding period. Shipments to the overseas sterling

*Continued on next page.*



## INDEX OF REGULAR STATISTICS

*When did the* Board of Trade Journal *last publish an article on the chemical industry? Which issue gives the latest figures on United Kingdom overseas trade, engineering production, hire purchase, wholesale prices, etc.?*

*Readers are reminded that an index of the date on which all regular statistical articles were last published appears each week at the end of the* JOURNAL.

**Table 3—United Kingdom exports: Commodity Classes**

Seasonally adjusted £ million f.o.b. monthly averages or calendar months.

| | | | | Manufacturers | | | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | Machinery and transport equipment | | | | | Metals and misc. metal manufactures | | | | |
| | Food, beverages and tobacco | Basic materials | Fuels | Total | Total | Machinery | Road motor vehicles | Other transport equipment | Chemicals | | Textiles | Other manufactures | Miscellaneous | Total |
| 1965 Year | 25 | 13 | 11 | 333 | 165 | 105 | 47 | 13 | 37 | 46 | 23 | 61 | 12 | 394 |
| 1st quarter | 23 | 12 | 12 | 322 | 159 | 100 | 46 | 14 | 36 | 44 | 23 | 60 | 13 | 383 |
| 2nd quarter | 24 | 12 | 11 | 323 | 157 | 101 | 46 | 10 | 36 | 46 | 23 | 60 | 12 | 381 |
| 3rd quarter | 26 | 13 | 11 | 337 | 169 | 109 | 47 | 12 | 37 | 48 | 23 | 59 | 13 | 399 |
| 4th quarter | 26 | 13 | 11 | 347 | 177 | 110 | 49 | 19 | 37 | 47 | 23 | 64 | 12 | 410 |
| December | 28 | 13 | 11 | 356 | 181 | 115 | 52 | 14 | 36 | 47 | 23 | 70 | 13 | 421 |
| 1966 January | 26 | 12 | 10 | 334 | 166 | 109 | 43 | 11 | 36 | 44 | 21 | 68 | 13 | 396 |
| February* | 30 | 13 | 12 | 360 | 181 | 113 | 51 | 18 | 39 | 49 | 22 | 70 | 14 | 431 |
| 1965 Sept.-Nov. | 26 | 13 | 12 | 336 | 170 | 107 | 47 | 18 | 37 | 47 | 23 | 59 | 12 | 398 |
| 1965-6 Dec.-Feb.* | 28 | 13 | 11 | 350 | 176 | 112 | 49 | 14 | 37 | 47 | 22 | 69 | 14 | 416 |

* Provisional estimates.

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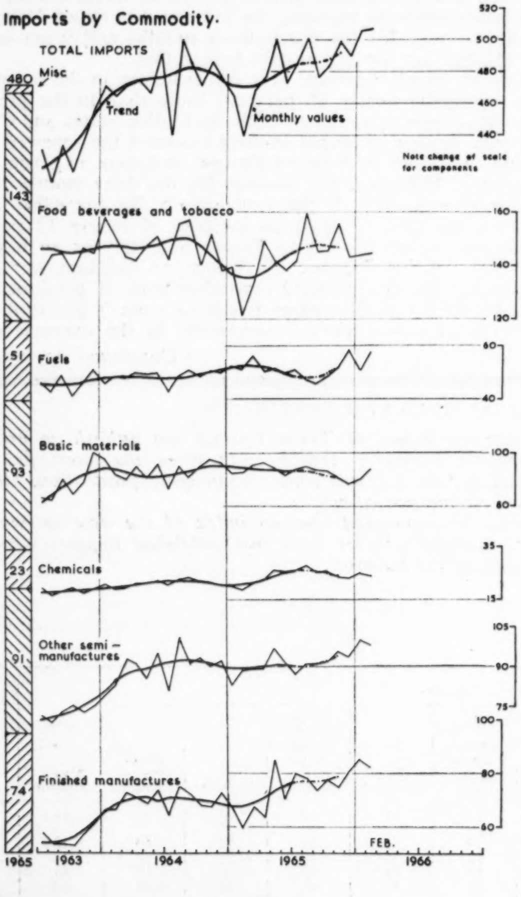
## UNITED KINGDOM TRADE IN FEBRUARY, *continued*

area and to other markets were on balance a little lower in the latest three months than in the previous period.

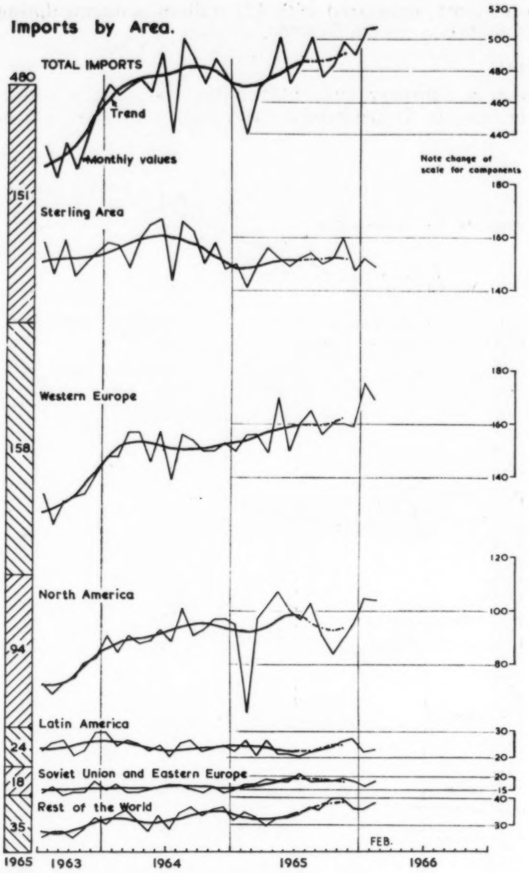
In the commodity pattern of exports, increases in the most recent three months were fairly widespread. Exports of machinery were over 5 per cent higher than in the previous period. Exports of transport equipment were a little lower; but this reflected some reduction in ships and aircraft from the high rate reached in the earlier period, and was partly offset by an increase for road motor vehicles. A particularly big increase in shipments of miscellaneous manufactured goods reflected a large figure for trade in precious stones, which has fluctuated considerably from period to period.

### *Imports*

Imports in February were £507 million, seasonally adjusted. In the three months December-February they averaged £501 million,



**Imports by Commodity.**



**Imports by Area.**

### Table 5—Imports: Areas

Seasonally adjusted £ million c.i.f. monthly averages or calendar months

| | Sterling Area | Western Europe | North America | Latin America | Soviet Union and Eastern Europe | Rest of World | Total |
|---|---|---|---|---|---|---|---|
| 1965 Year . . . | 151 | 158 | 94 | 24 | 18 | 35 | 480 |
| 1st quarter . | 147 | 154 | 85 | 24 | 16 | 33 | 458 |
| 2nd quarter . | 153 | 157 | 103 | 24 | 19 | 32 | 485 |
| 3rd quarter . | 152 | 160 | 97 | 22 | 19 | 36 | 489 |
| 4th quarter . . | 152 | 160 | 91 | 26 | 18 | 39 | 490 |
| December . . | 148 | 160 | 97 | 27 | 18 | 36 | 490 |
| 1966 January . . | 152 | 175 | 105 | 22 | 16 | 36 | 506 |
| February* . . | 149 | 174 | 104 | 23 | 18 | 38 | 507 |
| 1965 Sept.-Nov. . . | 154 | 159 | 89 | 24 | 18 | 39 | 486 |
| 1965-6 Dec.-Feb.* . | 150 | 170 | 102 | 24 | 17 | 37 | 501 |

* Provisional estimates.

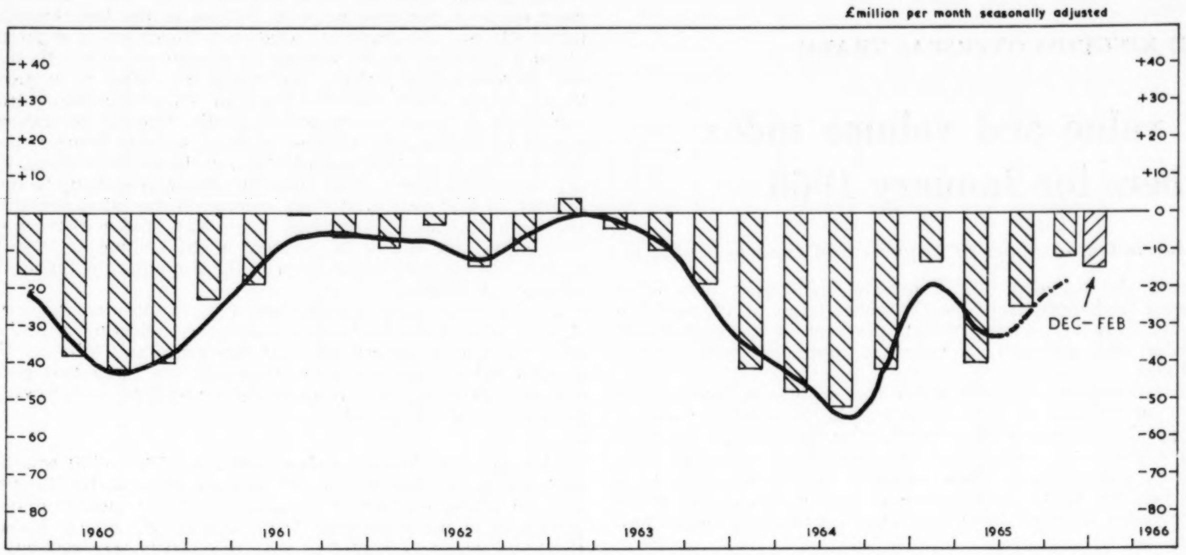
### Table 4—Imports: Commodity Classes

Seasonally adjusted £ million c.i.f. monthly averages or calendar months.

| | Food, beverages and tobacco | Fuels | Industrial materials | | | | Finished manufactures | Miscellaneous | Total |
|---|---|---|---|---|---|---|---|---|---|
| | | | Total | Basic Materials | Chemicals | Other semi-manufactures | | | |
| 1965 Year . . . . . . | 143 | 51 | 207 | 93 | 24 | 91 | 74 | 6 | 480 |
| 1st quarter . . . . . . | 132 | 53 | 200 | 93 | 19 | 87 | 65 | 7 | 458 |
| 2nd quarter . . . . . . | 144 | 51 | 211 | 94 | 25 | 92 | 73 | 6 | 485 |
| 3rd quarter . . . . . . | 149 | 48 | 210 | 94 | 26 | 90 | 77 | 6 | 489 |
| 4th quarter . . . . . . | 148 | 52 | 208 | 91 | 24 | 94 | 78 | 6 | 490 |
| December . . . . . . | 143 | 58 | 205 | 88 | 23 | 94 | 81 | 7 | 490 |
| 1966 January . . . . . | 144 | 51 | 214 | 90 | 25 | 100 | 85 | 9 | 506 |
| February* . . . . . . | 145 | 58 | 216 | 94 | 24 | 98 | 82 | 7 | 507 |
| 1965 September-November . . . | 149 | 49 | 210 | 92 | 25 | 93 | 75 | 6 | 486 |
| 1965-6 December-February* . . | 144 | 56 | 212 | 91 | 24 | 97 | 83 | 8 | 501 |

* Provisional estimates.

THE TRADE BALANCE



NOTE: The level of the trend line for each month takes into account figures for the seven months before and after that month (For the period before the monthly series begins quarterly figures have been used) A provisional trend for the first four of the last seven months is shown by a broken line.

## UNITED KINGDOM TRADE IN FEBRUARY, *continued*

3 per cent more than in the previous three months and 2 per cent higher than the average for the second half of last year as a whole.

Imports of finished manufactures rose sharply between the two periods September-November and December-February, mainly reflecting higher imports of machinery after a period of little change and, to a lesser extent, rises in imports of consumer goods. Among semi-manufactures, imports of chemicals fell back a little but the value of other semi-manufactures was higher. A rise in fuel imports largely reflected a recovery from a low level in the second half of last year. Imports of basic materials, though lower, three months on three months, showed signs of levelling out. Imports of food and beverages continued to decline after rising last summer, but tobacco imports were erratically high in the latest months.

In the area pattern of imports, there were marked increases from North America, particularly from the United States, partly reflecting the increase in tobacco, and from the Common Market and EFTA countries in Western Europe. The increases from these industrialized countries were associated with the growth in manufactured imports, whilst lower purchases from the sterling area and other main areas appear to be related to lower imports of basic materials and food.

**Notes:**

(a) Detailed particulars of United Kingdom imports, exports and re-exports will be published on March 29* and further analysis of the figures will be found in the form of tables in the monthly Report on Overseas Trade for April† due to be published on or about April 29.

(b) Trade balance. The figures for the trade balance are on a balance of payments basis and are estimates and liable to revision. They are only published seasonally adjusted. In order to obtain the best guidance as to the trend of the trade balance, figures for several months should be taken together. This series is intended as a substitute for the crude 'trade gap', which, being the difference between imports (c.i.f.) and exports plus re-exports (both f.o.b.) is misleading in that the import valuation includes insurance and freight, which, in so far as they are paid abroad, are included in the invisibles account in the balance of payments. There are also smaller adjustments, for example, in allowance for goods not covered by the trade accounts.

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* Accounts relating to the Overseas Trade of the United Kingdom, February 1966. HMSO. Price 30s., by post 31s.

† Report on Overseas Trade, published by HMSO. Price 4s., by post 4s. 5d. Annual Subscription £2 14s. including postage.

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**UNITED KINGDOM OVERSEAS TRADE**

# Unit value and volume index numbers for January 1966

### *Unit value index numbers of imports and exports (Table 1)*

In January the rounded overall import and export unit value indices were unchanged from the December levels of 107 and 110 respectively. However, a rise of half per cent in the export unit value index was sufficient to raise the terms of trade to 103 (1961=100).

The overall import unit value index rose slightly in January due mainly to an increase of over 1 per cent in the index for manufactured goods reflecting further increases in the average values of imported copper; the indices for fuels and basic materials both increased by half per cent. These increases were partly offset by a fall of 1 per cent in the food, beverages and tobacco index which was largely due to lower average values of imported sugar and tobacco.

There were rises of over 1 per cent in the index for exports of non-manufactured goods and a half per cent in the manufactured goods index. Within the manufactured goods class most of the increase was due to a rise of 1½ per cent in the metals index. A marginal increase in the machinery and transport equipment index caused a rise in the rounded index number.

### *Volume of imports and exports (Table 2)*

Imports in recent months have risen moderately from the average level reached last summer and autumn. Their volume in the three months November to January was nearly 2 per cent more than in August to October, with rises in imports of finished manufactures and fuels, but little change or moderate decreases in all the other main groups of commodities.

Imports of food, beverages and tobacco which tend to fluctuate, were again a little lower in the latest three months. They were on average nearly 1 per cent less in volume in the period November to January than in the previous three months. These imports had fallen at the end of last year after rising in the summer and autumn from the abnormally low figures in the early months of 1965. Imports of basic materials which had begun to decline at the end of last year, fell moderately in the latest three months, and were over 3½ per cent less than in the previous three. The sharp rise in imports of fuels which began in the closing months of 1965 after the falling trend in the middle months of the year, continued in the most recent three months and accounted for over a half of the increase in imports as a whole. The rise in the volume of these imports amounted to 15 per cent in November to January compared with the previous three months. A higher volume of imports of manufactured goods accounted for the remainder of the overall increase. The rise was almost entirely in finished manufactures; imports of semi-manufactured goods were little changed. The volume of imported finished manufactures was nearly 4 per cent more than in the three months August to October; the recent renewed expansion following some months of little change. Imports of semi-manufactured goods, though little changed in the latest three months appeared to be on an upward trend after falling throughout most of 1965.

The volume of United Kingdom exports was 5 per cent more, seasonally adjusted, in the three months November to January than in the previous three months. There were moderate increases in exports of machinery and transport equipment and of food, beverages and tobacco within the heading of non-manufactures shown in Table 2. There was also a marked rise in the category of other manufactured goods, partly due to higher exports of precious stones. Exports of chemicals also increased a little, but there were falls in most other groups of commodities. These included further declines in the volume of exports of metals and textiles.

In the latest three months the volume of exports of manufactured goods increased by over 5 per cent (seasonally adjusted) compared with the previous three months. A large part of the increase was in exports of machinery and transport equipment which had shown strong growth since the third quarter of last year. These exports were nearly 6 per cent more in volume in the last three months (after allowing for seasonal variations). There was a slight rise, of about 1 per cent, in the volume of exports of chemicals over the two three-monthly periods, continuing the rather slow growth in these exports which occurred last year. Offsetting these rises there were falls in some manufactured goods. Exports of textiles continued to decline, the volume of these exports being 4 per cent lower in the latest three months than in the previous three. Exports of metals have been falling since the strong growth up to the third quarter of last year, and their volume in the latest three months showed a decrease of 3 per cent. There was, however, strong growth amounting to a rise of 18 per cent in the volume of other manufactured goods, with a good part of the rise reflecting higher exports of precious stones.

In the latest three months exports of non-manufactures were slightly more than in the previous three, reflecting a further rise of 4 per cent in exports of food, beverages and tobacco. Exports by volume of fuels and basic materials, the other two groups of non-manufactures, were respectively 3 and 2 per cent lower in the last three-monthly period.

**Note:**

This series of index numbers based on 1961=100 was first introduced in the *Board of Trade Journal* of Septmber 13, 1963; an account of the method of construction of the index numbers was published in the September 1963 issue of *Economic Trends.* All the index numbers published with this article take account of the inclusion of trade in diamonds and precious stones in the United Kingdom import and export statistics.

*Tables on next page.*

# Retailers' stocks in January

Stocks held by retailers at the end of January were 7 per cent higher than a year earlier, the same increase as the last three months of 1965. In volume terms, retailers' stocks were 6 per cent higher in January than in the corresponding period last year, compared with increases of 5 per cent in November and December, and 4 per cent in October.

**Estimate of changes in total retail stocks**

(At cost at end of month). Index numbers (end 1960 = 100) and percentage changes on a year earlier.

| | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| (a) At current prices | | | | | | | | | | | | |
| 1960 | 94 | 99 | 102 | 103 | 105 | 104 | 99 | 98 | 102 | 109 | 113 | 100 |
| 1961 | 98 | 102 | 107 | 109 | 110 | 111 | 108 | 107 | 110 | 117 | 122 | 106 |
| 1962 | 103 | 106 | 112 | 113 | 116 | 112 | 110 | 110 | 112 | 121 | 127 | 111 |
| 1963 | 106 | 109 | 116 | 117 | 119 | 116 | 113 | 113 | 114 | 125 | 134 | 117 |
| 1964 | 115 | 117 | 123 | 125 | 125 | 124 | 118 | 122 | 125 | 133 | 143 | 126 |
| 1965 | 121 | 124 | 133 | 134 | 136 | 133 | 129 | 133 | 134 | 142 | 152 | 134 |
| 1966 | 130 | | | | | | | | | | | |
| 1961 | +5 | +4 | +4 | +5 | +5 | +6 | +8 | +9 | +7 | +7 | +8 | +6 |
| 1962 | +5 | +3 | +5 | +4 | +5 | +1 | +3 | +3 | +2 | +4 | +5 | +4 |
| 1963 | +3 | +3 | +4 | +3 | +3 | +3 | +2 | +3 | +2 | +4 | +5 | +6 |
| 1964 | +9 | +7 | +5 | +7 | +5 | +7 | +4 | +9 | +9 | +6 | +6 | +8 |
| 1965 | +5 | +6 | +9 | +8 | +9 | +8 | +9 | +8 | +8 | +7 | +7 | +7 |
| 1966 | +7 | | | | | | | | | | | |
| (b) At constant (Dec. 1960) prices | | | | | | | | | | | | |
| 1960 | 95 | 100 | 103 | 105 | 106 | 105 | 100 | 99 | 102 | 109 | 113 | 100 |
| 1961 | 98 | 102 | 106 | 107 | 109 | 109 | 106 | 104 | 107 | 113 | 118 | 103 |
| 1962 | 100 | 102 | 108 | 109 | 110 | 107 | 105 | 104 | 106 | 114 | 120 | 104 |
| 1963 | 100 | 103 | 110 | 110 | 112 | 110 | 107 | 106 | 108 | 118 | 126 | 110 |
| 1964 | 108 | 109 | 114 | 116 | 115 | 114 | 109 | 113 | 115 | 122 | 130 | 115 |
| 1965 | 110 | 112 | 121 | 121 | 123 | 120 | 116 | 120 | 120 | 128 | 137 | 120 |
| 1966 | 116 | | | | | | | | | | | |
| 1961 | +3 | +2 | +2 | +3 | +2 | +4 | +6 | +6 | +4 | +4 | +4 | +3 |
| 1962 | +1 | Nil | +2 | +2 | +2 | —2 | —2 | —1 | —1 | +1 | +2 | +1 |
| 1963 | +1 | +1 | +1 | +1 | +1 | +3 | +2 | +3 | +2 | +3 | +5 | +5 |
| 1964 | +8 | +6 | +4 | +5 | +3 | +4 | +2 | +6 | +6 | +4 | +3 | +4 |
| 1965 | +2 | +3 | +6 | +5 | +7 | +5 | +7 | +6 | +5 | +4 | +5 | +5 |
| 1966 | +6 | | | | | | | | | | | |

(A description of the basis and construction of the retail sales estimates, which also applies to this series, was given in the *Board of Trade Journal* of February 12, 1965).

## United Kingdom import and export unit value index numbers

TABLE 1 (1961 = 100)

| | IMPORTS | | | | | EXPORTS | | | | | | | | (1) TERMS OF TRADE |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | Total | Food, Beverages and Tobacco | Basic Materials | Fuels | Manufactured Goods | Total | Non-Manufactures | Manufactured Goods | | | | | | |
| | | | | | | | | Total | Chemicals | Textiles | Metals | Machinery and Transport Eqpt. | Other | |
| Section or Division | | 0 and 1 | 2 and 4 | 3 | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 69 | 7 | | |
| Weights . . . | 1,000 | 327 | 222 | 106 | 337 | 1,000 | 125 | 843 | 86 | 65 | 123 | 428 | 141 | |
| 1954 . . . | 104 | 108 | 104 | 110 | 98 | 91 | 105 | 89 | 114 | 95 | 90 | 83 | 87 | 87 |
| 1955 . . . | 108 | 109 | 108 | 112 | 106 | 92 | 106 | 90 | 114 | 95 | 93 | 85 | 89 | 86 |
| 1956 . . . | 110 | 109 | 111 | 119 | 107 | 95 | 112 | 93 | 113 | 94 | 99 | 88 | 92 | 87 |
| 1957 . . . | 111 | 109 | 115 | 138 | 100 | 100 | 122 | 96 | 114 | 96 | 102 | 92 | 94 | 89 |
| 1958 . . . | 103 | 104 | 100 | 120 | 96 | 99 | 108 | 97 | 109 | 96 | 103 | 95 | 94 | 96 |
| 1959 . . . | 102 | 105 | 98 | 111 | 98 | 98 | 103 | 97 | 108 | 92 | 99 | 97 | 95 | 96 |
| 1960 . . . | 102 | 104 | 101 | 104 | 101 | 100 | 102 | 99 | 104 | 96 | 101 | 99 | 97 | 97 |
| 1961 . . . | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| 1962 . . . | 99 | 102 | 96 | 98 | 99 | 101 | 99 | 102 | 98 | 100 | 101 | 103 | 102 | 102 |
| 1963 . . . | 103 | 111 | 79 | 97 | 101 | 104 | 103 | 104 | 100 | 102 | 102 | 106 | 104 | 101 |
| 1964 . . . | 107 | 115 | 103 | 95 | 105 | 106 | 107 | 106 | 101 | 107 | 106 | 107 | 105 | 99 |
| 1965 . . . | 107 | 113 | 102 | 90 | 109 | 108 | 104 | 109 | 104 | 109 | 113 | 110 | 108 | 102 |
| 1963 1st quarter . | 102 | 107 | 95 | 98 | 101 | 103 | 100 | 103 | 98 | 102 | 102 | 104 | 104 | 101 |
| 2nd quarter . | 103 | 110 | 98 | 99 | 101 | 103 | 101 | 103 | 99 | 102 | 102 | 105 | 104 | 100 |
| 3rd quarter . | 103 | 111 | 97 | 98 | 101 | 104 | 104 | 104 | 100 | 103 | 102 | 106 | 104 | 101 |
| 4th quarter . | 105 | 117 | 99 | 96 | 102 | 105 | 105 | 105 | 102 | 103 | 103 | 106 | 105 | 100 |
| 1964 1st quarter . | 107 | 118 | 102 | 96 | 103 | 105 | 107 | 105 | 101 | 105 | 104 | 106 | 104 | 98 |
| 2nd quarter . | 106 | 115 | 103 | 96 | 104 | 106 | 108 | 105 | 101 | 107 | 105 | 107 | 104 | 99 |
| 3rd quarter . | 106 | 113 | 103 | 94 | 106 | 107 | 108 | 107 | 101 | 107 | 107 | 107 | 106 | 101 |
| 4th quarter . | 107 | 113 | 103 | 94 | 108 | 107 | 106 | 107 | 102 | 108 | 110 | 108 | 105 | 100 |
| 1965 1st quarter . | 107 | 115 | 102 | 93 | 108 | 108 | 106 | 108 | 103 | 109 | 111 | 109 | 106 | 100 |
| 2nd quarter . | 107 | 114 | 102 | 92 | 108 | 108 | 104 | 109 | 104 | 110 | 112 | 109 | 108 | 101 |
| 3rd quarter . | 106 | 112 | 102 | 90 | 109 | 109 | 103 | 110 | 105 | 108 | 114 | 110 | 109 | 102 |
| 4th quarter . | 107 | 113 | 102 | 89 | 110 | 109 | 103 | 111 | 105 | 109 | 114 | 111 | 110 | 102 |
| 1964 January . . | 106 | 118 | 101 | 95 | 102 | 105 | 107 | 105 | 101 | 104 | 104 | 106 | 104 | 99 |
| February . | 107 | 118 | 102 | 97 | 103 | 105 | 107 | 105 | 101 | 105 | 104 | 106 | 104 | 98 |
| March . . | 107 | 117 | 102 | 97 | 103 | 105 | 108 | 105 | 101 | 106 | 104 | 106 | 104 | 98 |
| April . . | 106 | 115 | 103 | 97 | 103 | 105 | 108 | 105 | 101 | 106 | 104 | 106 | 104 | 99 |
| May . . | 107 | 116 | 103 | 96 | 104 | 106 | 109 | 106 | 101 | 107 | 105 | 107 | 104 | 99 |
| June . . | 106 | 114 | 103 | 95 | 105 | 106 | 108 | 106 | 101 | 108 | 106 | 107 | 105 | 100 |
| July . . | 106 | 113 | 104 | 95 | 105 | 107 | 109 | 106 | 101 | 108 | 106 | 108 | 105 | 100 |
| August . . | 106 | 114 | 102 | 94 | 106 | 107 | 109 | 106 | 101 | 107 | 107 | 107 | 106 | 100 |
| September . | 106 | 111 | 102 | 94 | 106 | 107 | 107 | 107 | 101 | 108 | 108 | 108 | 106 | 101 |
| October . | 107 | 113 | 104 | 94 | 107 | 107 | 107 | 107 | 102 | 108 | 109 | 107 | 106 | 100 |
| November . | 107 | 113 | 103 | 94 | 108 | 107 | 106 | 107 | 102 | 108 | 110 | 107 | 106 | 100 |
| December . | 107 | 113 | 103 | 94 | 108 | 107 | 106 | 107 | 102 | 109 | 111 | 108 | 105 | 100 |
| 1965 January . . | 108 | 116 | 102 | 94 | 108 | 107 | 106 | 108 | 102 | 109 | 111 | 108 | 106 | 100 |
| February . | 107 | 114 | 102 | 93 | 108 | 108 | 106 | 108 | 103 | 110 | 111 | 109 | 106 | 101 |
| March . . | 107 | 114 | 101 | 93 | 108 | 108 | 106 | 108 | 104 | 110 | 111 | 109 | 107 | 101 |
| April . . | 107 | 114 | 102 | 92 | 108 | 108 | 104 | 109 | 104 | 110 | 112 | 109 | 108 | 101 |
| May . . | 107 | 115 | 102 | 92 | 108 | 108 | 104 | 109 | 104 | 110 | 112 | 109 | 107 | 101 |
| June . . | 107 | 113 | 102 | 91 | 108 | 108 | 103 | 109 | 104 | 110 | 113 | 109 | 108 | 101 |
| July . . | 106 | 111 | 102 | 91 | 108 | 108 | 103 | 109 | 104 | 109 | 113 | 110 | 108 | 102 |
| August . . | 106 | 111 | 102 | 90 | 109 | 109 | 103 | 110 | 104 | 109 | 113 | 110 | 109 | 102 |
| September . | 107 | 112 | 103 | 90 | 109 | 109 | 102 | 110 | 105 | 108 | 114 | 110 | 110 | 102 |
| October . | 107 | 112 | 103 | 89 | 110 | 109 | 102 | 110 | 105 | 109 | 114 | 111 | 110 | 102 |
| November . | 107 | 113 | 102 | 89 | 111 | 109 | 102 | 110 | 105 | 108 | 115 | 111 | 110 | 102 |
| December . | 107 | 113 | 103 | 88 | 110 | 110 | 103 | 111 | 105 | 109 | 114 | 111 | 111 | 102 |
| 1966 January . . | 107 | 112 | 103 | 89 | 112 | 110 | 104 | 111 | 105 | 109 | 116 | 112 | 111 | 103 |

(1) Export Unit Value Index as a percentage of the Import Unit Value Index.

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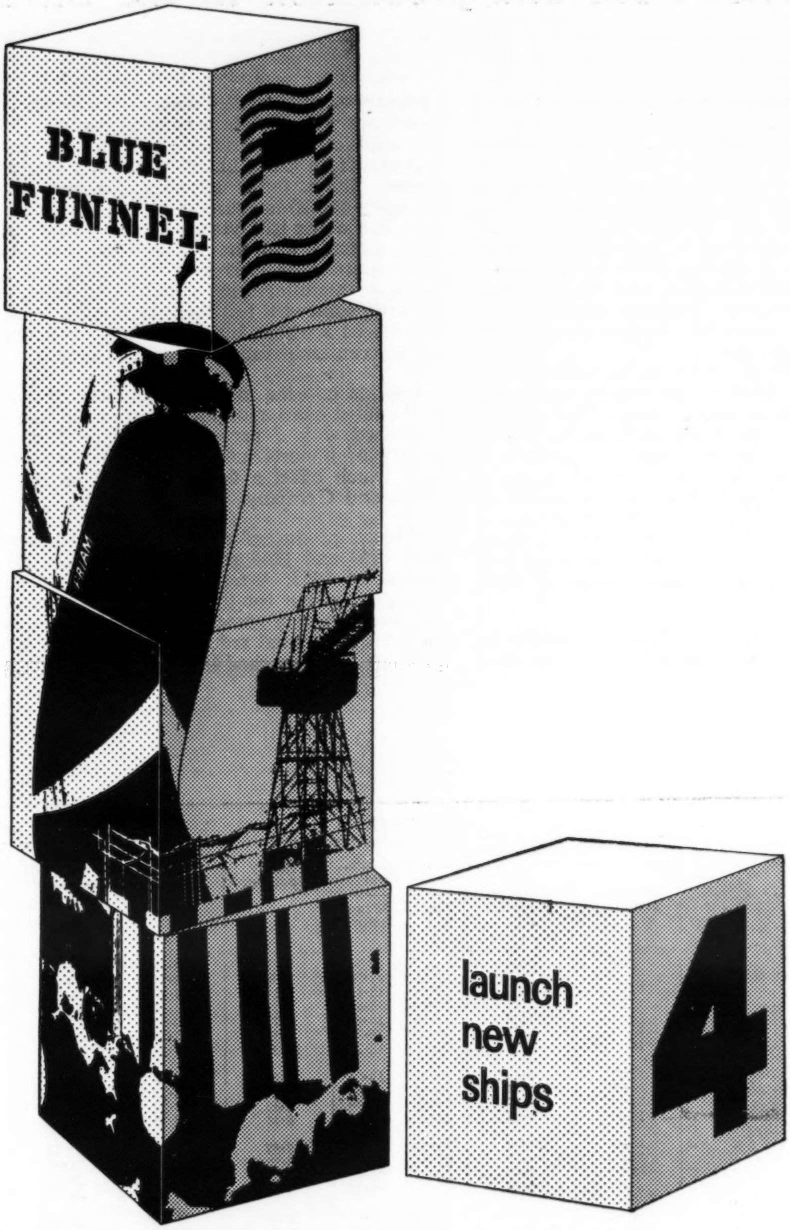
**United Kingdom import and export volume index numbers**

TABLE 2 (1961 = 100)

| | IMPORTS | | | | | EXPORTS | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | | | | | | | Manufactured Goods | | | | | |
| | Total | Food, Beverages and Tobacco | Basic Materials | Fuels | Manufactured Goods | Total | Non-Manufactures | Total | Chemicals | Textiles | Metals | Machinery and Transport Eqpt. | Other |
| Section or Division | | 0 and 1 | 2 and 4 | 3 | 5 to 8 | | 0 to 4 | 5 to 8 | 5 | 65 | 67 to 69 | 7 | |
| Weights | 1,000 | 327 | 222 | 106 | 337 | 1,000 | 125 | 843 | 86 | 65 | 123 | 428 | 141 |
| 1954 | 72 | 82 | 96 | 63 | 49 | 81 | 83 | 79 | 57 | 141 | 75 | 75 | 78 |
| 1955 | 80 | 88 | 102 | 75 | 62 | 87 | 85 | 85 | 65 | 135 | 86 | 82 | 87 |
| 1956 | 80 | 90 | 99 | 71 | 62 | 91 | 89 | 91 | 69 | 129 | 97 | 89 | 87 |
| 1957 | 83 | 93 | 103 | 70 | 66 | 93 | 88 | 93 | 74 | 128 | 100 | 91 | 87 |
| 1958 | 84 | 98 | 92 | 76 | 67 | 89 | 88 | 89 | 71 | 109 | 93 | 90 | 84 |
| 1959 | 90 | 98 | 98 | 88 | 76 | 93 | 90 | 92 | 81 | 109 | 99 | 92 | 89 |
| 1960 | 101 | 100 | 107 | 96 | 100 | 97 | 92 | 97 | 93 | 109 | 98 | 97 | 93 |
| 1961 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| 1962 | 103 | 104 | 96 | 112 | 103 | 102 | 110 | 101 | 107 | 99 | 100 | 100 | 102 |
| 1963 | 107 | 102 | 101 | 120 | 112 | 108 | 120 | 106 | 113 | 101 | 100 | 107 | 110 |
| 1964 | 119 | 104 | 108 | 128 | 136 | 111 | 115 | 111 | 126 | 105 | 102 | 107 | 123 |
| 1965 | 120 | 102 | 108 | 142 | 137 | 117 | 121 | 116 | 130 | 104 | 109 | 114 | 128 |
| **Unadjusted** | | | | | | | | | | | | | |
| 1964 1st quarter | 119 | 106 | 107 | 126 | 136 | 113 | 115 | 114 | 125 | 106 | 102 | 115 | 116 |
| 2nd quarter | 121 | 103 | 109 | 133 | 143 | 115 | 116 | 115 | 127 | 109 | 109 | 113 | 125 |
| 3rd quarter | 116 | 103 | 105 | 127 | 133 | 102 | 104 | 102 | 123 | 99 | 96 | 95 | 119 |
| 4th quarter | 121 | 107 | 113 | 130 | 135 | 116 | 127 | 113 | 130 | 109 | 107 | 107 | 131 |
| 1965 1st quarter | 116 | 96 | 107 | 147 | 128 | 112 | 111 | 112 | 129 | 103 | 101 | 110 | 123 |
| 2nd quarter | 121 | 101 | 109 | 141 | 142 | 119 | 117 | 120 | 134 | 105 | 115 | 118 | 131 |
| 3rd quarter | 120 | 104 | 109 | 133 | 137 | 113 | 121 | 112 | 127 | 104 | 106 | 108 | 122 |
| 4th quarter | 123 | 109 | 106 | 146 | 141 | 124 | 134 | 122 | 132 | 104 | 113 | 120 | 138 |
| 1965 January | 119 | 99 | 114 | 145 | 127 | 107 | 110 | 107 | 121 | 98 | 97 | 107 | 110 |
| February | 101 | 82 | 95 | 128 | 113 | 110 | 107 | 111 | 127 | 98 | 94 | 110 | 125 |
| March | 127 | 105 | 114 | 167 | 144 | 119 | 115 | 119 | 138 | 112 | 113 | 113 | 134 |
| April | 117 | 105 | 108 | 141 | 128 | 121 | 113 | 122 | 141 | 110 | 116 | 118 | 135 |
| May | 126 | 99 | 108 | 144 | 156 | 118 | 116 | 119 | 133 | 106 | 114 | 117 | 127 |
| June | 120 | 100 | 111 | 138 | 141 | 119 | 122 | 119 | 129 | 99 | 114 | 118 | 130 |
| July | 125 | 104 | 112 | 142 | 147 | 124 | 119 | 126 | 137 | 113 | 122 | 124 | 135 |
| August | 114 | 102 | 106 | 125 | 126 | 106 | 107 | 105 | 117 | 94 | 96 | 102 | 122 |
| September | 121 | 105 | 109 | 132 | 139 | 109 | 138 | 104 | 128 | 104 | 100 | 100 | 108 |
| October | 121 | 106 | 105 | 130 | 145 | 116 | 129 | 115 | 130 | 103 | 113 | 110 | 125 |
| November | 124 | 116 | 104 | 142 | 139 | 132 | 143 | 131 | 140 | 107 | 118 | 131 | 148 |
| December | 125 | 105 | 109 | 167 | 139 | 123 | 130 | 120 | 124 | 102 | 108 | 118 | 140 |
| 1966 January | 131 | 107 | 109 | 146 | 156 | 111 | 111 | 111 | 123 | 90 | 95 | 109 | 130 |
| **Seasonally adjusted** | | | | | | | | | | | | | |
| *1964 1st quarter* | *117* | *103* | *107* | *124* | *134* | *113* | *116* | *112* | *123* | *103* | *101* | *112* | *120* |
| *2nd quarter* | *120* | *102* | *108* | *130* | *140* | *111* | *117* | *110* | *123* | *107* | *104* | *105* | *124* |
| *3rd quarter* | *120* | *108* | *105* | *125* | *138* | *109* | *110* | *109* | *129* | *104* | *103* | *104* | *121* |
| *4th quarter* | *119* | *103* | *110* | *132* | *134* | *113* | *119* | *113* | *130* | *107* | *102* | *109* | *125* |
| *1965 1st quarter* | *114* | *93* | *108* | *145* | *125* | *115* | *116* | *115* | *130* | *104* | *105* | *111* | *132* |
| *2nd quarter* | *120* | *101* | *109* | *140* | *139* | *113* | *115* | *113* | *128* | *102* | *108* | *108* | *129* |
| *3rd quarter* | *123* | *108* | *108* | *133* | *142* | *118* | *126* | *117* | *130* | *106* | *112* | *115* | *122* |
| *4th quarter* | *122* | *106* | *105* | *148* | *141* | *121* | *126* | *121* | *131* | *103* | *110* | *122* | *131* |
| *1965 January* | *116* | *98* | *106* | *142* | *125* | *111* | *116* | *111* | *124* | *102* | *102* | *107* | *124* |
| *February* | *110* | *87* | *107* | *141* | *121* | *118* | *115* | *118* | *133* | *102* | *102* | *116* | *137* |
| *March* | *117* | *94* | *112* | *154* | *130* | *117* | *118* | *116* | *133* | *107* | *110* | *110* | *136* |
| *April* | *118* | *105* | *112* | *141* | *128* | *115* | *112* | *116* | *135* | *106* | *110* | *109* | *133* |
| *May* | *125* | *99* | *110* | *142* | *152* | *113* | *116* | *113* | *126* | *103* | *108* | *109* | *127* |
| *June* | *118* | *99* | *106* | *138* | *137* | *111* | *118* | *110* | *122* | *96* | *107* | *106* | *125* |
| *July* | *123* | *104* | *109* | *141* | *143* | *124* | *128* | *123* | *135* | *111* | *121* | *120* | *131* |
| *August* | *126* | *118* | *109* | *133* | *145* | *116* | *114* | *116* | *126* | *99* | *109* | *116* | *126* |
| *September* | *119* | *103* | *107* | *125* | *139* | *115* | *136* | *112* | *130* | *108* | *107* | *110* | *109* |
| *October* | *120* | *103* | *106* | *135* | *141* | *116* | *122* | *116* | *131* | *104* | *112* | *115* | *120* |
| *November* | *124* | *113* | *104* | *145* | *139* | *122* | *124* | *123* | *134* | *99* | *107* | *125* | *133* |
| *Deccember* | *122* | *103* | *103* | *165* | *143* | *125* | *132* | *124* | *129* | *105* | *111* | *125* | *141* |
| *1966 January* | *127* | *106* | *103* | *143* | *150* | *117* | *119* | *115* | *128* | *95* | *101* | *110* | *144* |



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# *Industrial countries' trade and production in the third quarter of 1965*

**Industrial countries' exports** of all commodities continued to expand strongly in the third quarter of last year. After allowing for the effect of the United States derestriction in January of certain goods previously excluded from the statistics, industrial countries' exports (see footnote to Table 1) were some 11 per cent higher in the third quarter of 1965 than they had been a year earlier. This is a faster growth than the 8½ per cent achieved in the first half of 1965 and resulted from an acceleration in industrial countries' intra-trade which more than offset a slowing down in the growth of trade with the primary producing countries. For the first three quarters of 1965 as a whole, however, industrial countries' exports increased less rapidly than in the year 1964, by just over 9½ per cent compared with more than 14 per cent.

Exports from the European OECD countries increased rather faster in the third quarter than in the first half (again, comparing both periods with the corresponding periods of 1964). This increase was largely due to a strong acceleration of exports from the United Kingdom, France and Germany. Exports from the EEC as a whole showed a similar acceleration, in spite of some decline in the rate of growth of exports from Italy. The rate of growth of Japanese exports dropped back slightly from the very high rate of increase in the first half of the year. Exports from the United States also quickened strongly in the third quarter after showing little change in the first half compared with the same period of 1964. (Table 2).

**Exports of manufactured goods** from the industrial countries increased slightly more rapidly in the third quarter of last year than total exports (12 per cent compared with 11 per cent; both comparisons made with the corresponding period in 1964) but did not show any significant acceleration in the third quarter. Exports of manufactures from the United Kingdom, Germany, France and the United States (after allowing for the derestriction of Special Category goods) increased more rapidly in the third quarter of 1965 than in the first half year, while the growth of exports from Japan, Italy, Canada and the Netherlands decelerated. Taking the first three quarters of 1965 as a whole, exports of manufactures from the main manufacturing countries in total increased by about 12 per cent, somewhat less than the rate of nearly 15 per cent achieved in 1964 as a whole, but well above the average annual increase of 8·6 per cent achieved over the past decade.

**Imports into the industrial countries** also increased more rapidly in the third quarter of 1965 than in the first half year (11 per cent compared with 7 per cent). This resulted from a faster rate of growth of imports into the United Kingdom, Canada, Japan and Italy which offset a deceleration of import growth in the United States and Germany.

**Primary producers' exports** which had increased by 9 per cent in both 1963 and 1964 rose only slowly (by 2½ per cent) in the first quarter of 1965. A more rapid growth occurred in the following two quarters but for the first nine months of last year the rate of increase was only some 5 per cent. This slowing down largely reflected a substantial reduction in the price of many foodstuffs from the high levels reached in 1964. As a result of the developments in

**Table 1—World† trade**

quarters or quarterly averages, seasonally adjusted

United States $ thousand million

| | EXPORTS FROM | | | | | | IMPORTS INTO | | |
|---|---|---|---|---|---|---|---|---|---|
| | Industrial countries (a) (b) | | | | Primary producers | World (b) | Industrial countries | Primary producers | World |
| | To industrial countries | To primary producers | To world | | | | | | |
| | | | Total | Manufactures (c) | | | | | |
| 1958 | 9·87 | 6·28 | 16·15 | 10·51 | 7·23 | 23·38 | 16·96 | 8·27 | 25·23 |
| 1959 | 11·07 | 6·17 | 17·25 | 11·36 | 7·68 | 24·92 | 18·50 | 8·17 | 26·67 |
| 1960 | 12·75 | 7·02 | 19·76 | 13·11 | 8·14 | 27·90 | 20·70 | 9·19 | 29·88 |
| 1961 | 13·76 | 7·11 | 20·87 | 13·83 | 8·29 | 29·16 | 21·84 | 9·34 | 31·18 |
| 1962 | 14·81 | 7·08 | 21·89 | 14·67 | 8·73 | 30·62 | 23·59 | 9·51 | 33·10 |
| 1963 | 16·34 | 7·52 | 23·86 | 15·91 | 9·52 | 33·38 | 25·91 | 9·94 | 35·85 |
| 1964 | 18·61 | 8·58 | 27·19 | 18·26 | 10·39 | 37·58 | 29·03 | 10·99 | 40·02 |
| 1961 1st quarter | 13·38 | 7·29 | 20·71 | 13·63 | 8·14 | 28·82 | 21·32 | 9·49 | 30·71 |
| 2nd quarter | 13·49 | 6·96 | 20·40 | 13·63 | 8·29 | 28·73 | 21·30 | 9·37 | 30·68 |
| 3rd quarter | 13·93 | 7·14 | 21·01 | 13·96 | 8·33 | 29·32 | 21·95 | 9·23 | 31·23 |
| 4th quarter | 14·24 | 7·08 | 21·36 | 14·08 | 8·41 | 29·79 | 22·78 | 9·28 | 32·12 |
| 1962 1st quarter | 14·48 | 6·98 | 21·50 | 14·29 | 8·57 | 30·06 | 23·34 | 9·40 | 32·60 |
| 2nd quarter | 14·73 | 7·18 | 21·84 | 14·67 | 8·59 | 30·42 | 22·99 | 9·34 | 32·48 |
| 3rd quarter | 15·04 | 7·17 | 22·15 | 14·95 | 8·88 | 31·02 | 23·97 | 9·73 | 33·70 |
| 4th quarter | 14·99 | 6·98 | 22·06 | 14·76 | 8·87 | 30·96 | 24·04 | 9·57 | 33·60 |
| 1963 1st quarter | 15·18* | 7·05* | 22·22* | 14·90* | 9·09 | 31·30* | 24·13* | 9·51 | 33·61* |
| 2nd quarter | 16·21 | 7·59 | 23·75 | 15·84 | 9·32 | 33·05 | 25·55 | 9·97 | 35·65 |
| 3rd quarter | 16·73 | 7·56 | 24·24 | 16·24 | 9·78 | 34·01 | 26·76 | 10·06 | 36·75 |
| 4th quarter | 17·24 | 7·87 | 25·23 | 16·67 | 9·90 | 35·17 | 27·19 | 10·23 | 37·40 |
| 1964 1st quarter | 18·12 | 8·11 | 26·21 | 17·51 | 10·28 | 36·48 | 28·34 | 10·52 | 38·80 |
| 2nd quarter | 18·47 | 8·43 | 26·83 | 18·07 | 10·36 | 37·18 | 28·90 | 10·86 | 39·94 |
| 3rd quarter | 18·49 | 8·69 | 27·10 | 18·26 | 10·28 | 37·36 | 28·97 | 11·20 | 40·08 |
| 4th quarter | 19·40 | 9·06 | 28·62 | 19·22 | 10·64 | 39·32 | 29·90 | 11·40 | 41·26 |
| 1965 1st quarter | 19·70* | 8·71* | 28·42* | 19·69* | 10·54 | 38·94* | 30·09* | 11·34 | 41·45* |
| 2nd quarter | 20·48 | 9·37 | 29·80 | 20·59 | 10·98 p | 40·77 p | 31·24 | 11·77 | 43·32 |
| 3rd quarter | 21·03 p | 9·36 p | 30·34 | 20·77 | 10·91 p | 41·23 p | 32·07 | 11·73 | 43·73 |

† Soviet Russia, Eastern Europe, The People's Republic of China and Cuba are excluded as reporting countries but are included as markets for exports and as suppliers of imports.

(a) Industrial countries are OECD members, including Japan which joined in May 1964.

(b) Excludes United States Special Category exports. Some derestriction of these goods took place at the beginning of 1965, introducing a discontinuity into the series as indicated by a line in the appropriate columns. The exact value of this derestriction is, as yet, unknown, but it is provisionally estimated to be in the region of $800 million in the first three quarters of 1965.

(c) Exports from the 12 countries shown in table 4 of Sections 5-8 of the Standard International Trade Classification, Revised. In 1963 these countries accounted for 95 per cent of exports of manufactures from industrial countries.

p provisional.

* Affected by United States Dock Strike.

both industrial countries' exports and primary producers' exports, **world exports** increased more rapidly in the third quarter of last year than in the previous half year. For the first three quarters of 1965, however, the increase of 8 per cent was less rapid than the 12½ per cent achieved in 1964.

### Industrial Production

Industrial countries' industrial production increased faster in the third quarter of 1965 than in the second, mainly owing to a strong increase in United States' output. Both France and Germany recorded a fall in output and, in spite of a further strong advance by Italy, industrial production in the EEC as a whole slipped back slightly. Japanese output seemed to be strengthening but in the United Kingdom industrial production remained at the same level through the first three quarters of the year. Available data for the fourth quarter shows that the expansion of output in the United States and Japan has continued. In Germany and the United Kingdom output increased compared with the previous quarter.

**N.B.** A number of revisions have been made in Tables 1, 2, 3 and 4 to take account of United Kingdom imports and exports of pearls and diamonds etc. which are now included throughout the series.

## Table 2—Exports from OECD countries

quarters or quarterly averages, seasonally adjusted

United States $ thousand million

| | Exports (f.o.b.) from | | | | | | | | | European OECD Intra-trade |
|---|---|---|---|---|---|---|---|---|---|---|
| | United States (a) | Canada | Japan | European OECD | United Kingdom | EEC | Germany (FR) (b) | France (c) | Italy | |
| 1958 | 4·09 | 1·27 | 0·72 | 10·10 | 2·37 | 5·69 | 2·20 | 1·25 | 0·63 | 5·15 |
| 1959 | 4·10 | 1·35 | 0·86 | 10·94 | 2·49 | 6·31 | 2·45 | 1·40 | 0·73 | 5·72 |
| 1960 | 4·88 | 1·39 | 1·01 | 12·50 | 2·65 | 7·43 | 2·86 | 1·72 | 0·92 | 6·83 |
| 1961 | 5·05 | 1·46 | 1·06 | 13·43 | 2·77 | 8·09 | 3·17 | 1·81 | 1·05 | 7·72 |
| 1962 | 5·25 | 1·49 | 1·23 | 14·15 | 2·84 | 8·56 | 3·32 | 1·84 | 1·18 | 8·53 |
| 1963 | 5·61 | 1·62 | 1·36 | 15·44 | 3·06 | 9·40 | 3·65 | 2·02 | 1·27 | 9·59 |
| 1964 | 6·39 | 1·93 | 1·67 | 17·25 | 3·20 | 10·65 | 4·05 | 2·25 | 1·49 | 10·85 |
| 1962 1st quarter | 5·15 | 1·46 | 1·14 | 13·92 | 2·75 | 8·53 | 3·28 | 1·87 | 1·17 | 8·28 |
| 2nd quarter | 5·39 | 1·47 | 1·22 | 14·15 | 2·88 | 8·48 | 3·31 | 1·78 | 1·18 | 8·45 |
| 3rd quarter | 5·36 | 1·49 | 1·29 | 14·23 | 2·87 | 8·60 | 3·34 | 1·85 | 1·17 | 8·61 |
| 4th quarter | 5·11 | 1·51 | 1·25 | 14·39 | 2·87 | 8·74 | 3·37 | 1·89 | 1·20 | 8·82 |
| 1963 1st quarter | 5·07* | 1·55 | 1·26 | 14·35 | 2·95 | 8·61 | 3·29 | 1·87 | 1·22 | 8·79 |
| 2nd quarter | 5·61 | 1·58 | 1·32 | 15·41 | 3·02 | 9·46 | 3·60 | 2·07 | 1·28 | 9·49 |
| 3rd quarter | 5·72 | 1·58 | 1·39 | 15·79 | 3·11 | 9·63 | 3·72 | 2·07 | 1·29 | 9·84 |
| 4th quarter | 6·02 | 1·75 | 1·46 | 16·09 | 3·14 | 9·77 | 3·87 | 2·08 | 1·30 | 10·16 |
| 1964 1st quarter | 6·16 | 1·84 | 1·45 | 16·80 | 3·18 | 10·36 | 4·04 | 2·23 | 1·37 | 10·59 |
| 2nd quarter | 6·16 | 1·95 | 1·61 | 16·88 | 3·17 | 10·43 | 3·96 | 2·21 | 1·47 | 10·67 |
| 3rd quarter | 6·47 | 1·99 | 1·69 | 17·02 | 3·16 | 10·53 | 3·94 | 2·21 | 1·54 | 10·67 |
| 4th quarter | 6·78 | 1·89 | 1·86 | 17·97 | 3·27 | 11·11 | 4·22 | 2·35 | 1·54 | 11·29 |
| 1965 1st quarter | 5·56* | 1·95 | 2·04 | 18·53 | 3·33 | 11·57 | 4·42 | 2·33 | 1·70 | 11·66 |
| 2nd quarter | 6·84 | 1·97 | 2·15 | 18·86 | 3·31 | 11·73 | 4·34 | 2·48 | 1·82 | 11·72 |
| 3rd quarter | 6·91 | 2·03 | 2·18 | 19·39 | 3·48 | 11·99 | 4·41 | 2·60 | 1·79 | 12·10 |
| 4th quarter | | | | | 3·57 | | 4·70 | 2·64 | | |

(a) Excluding Department of Defence Shipments.
(b) Includes Saar from July 1959.
(c) Includes Saar up to June 1959.
* Significantly affected by a dock strike.

## Table 3—Imports into OECD countries

quarters or quarterly averages, seasonally adjusted

United States $ thousand million

| | Imports (c.i.f.) into | | | | | | | | |
|---|---|---|---|---|---|---|---|---|---|
| | United States (a) | Canada (a) | Japan | European OECD | United Kingdom | EEC | Germany (FR) (b) | France (c) | Italy |
| 1958 | 3·18 | 1·34 | 0·76 | 11·05 | 2·68 | 5·74 | 1·85 | 1·40 | 0·79 |
| 1959 | 3·75 | 1·47 | 0·90 | 11·68 | 2·86 | 6·05 | 2·09 | 1·28 | 0·84 |
| 1960 | 3·66 | 1·42 | 1·12 | 13·83 | 3·26 | 7·40 | 2·54 | 1·57 | 1·19 |
| 1961 | 3·59 | 1·43 | 1·45 | 14·71 | 3·18 | 8·04 | 2·74 | 1·67 | 1·31 |
| 1962 | 4·06 | 1·46 | 1·41 | 16·02 | 3·24 | 8·93 | 3·07 | 1·88 | 1·52 |
| 1963 | 4·25 | 1·52 | 1·69 | 17·80 | 3·49 | 10·10 | 3·26 | 2·18 | 1·90 |
| 1964 | 4·65 | 1·74 | 1·99 | 19·95 | 3·99 | 11·23 | 3·65 | 2·52 | 1·81 |
| 1961 1st quarter | 3·38 | 1·40 | 1·30 | 14·54 | 3·33 | 7·86 | 2·59 | 1·66 | 1·28 |
| 2nd quarter | 3·44 | 1·39 | 1·39 | 14·61 | 3·17 | 8·02 | 2·75 | 1·66 | 1·31 |
| 3rd quarter | 3·79 | 1·42 | 1·55 | 14·74 | 3·10 | 8·03 | 2·76 | 1·64 | 1·33 |
| 4th quarter | 3·85 | 1·51 | 1·59 | 15·13 | 3·13 | 8·32 | 2·82 | 1·78 | 1·35 |
| 1962 1st quarter | 3·94 | 1·50 | 1·50 | 15·47 | 3·16 | 8·58 | 2·99 | 1·73 | 1·43 |
| 2nd quarter | 4·05 | 1·46 | 1·39 | 15·66 | 3·23 | 8·72 | 3·04 | 1·77 | 1·46 |
| 3rd quarter | 4·17 | 1·48 | 1·37 | 16·30 | 3·32 | 9·03 | 3·05 | 1·93 | 1·57 |
| 4th quarter | 4·08 | 1·40 | 1·40 | 16·47 | 3·25 | 9·25 | 3·14 | 1·96 | 1·66 |
| 1963 1st quarter | 4·05* | 1·44 | 1·47 | 16·40 | 3·27 | 9·25 | 3·09 | 1·99 | 1·66 |
| 2nd quarter | 4·21 | 1·49 | 1·62 | 17·75 | 3·43 | 9·98 | 3·26 | 2·14 | 1·90 |
| 3rd quarter | 4·39 | 1·54 | 1·75 | 18·27 | 3·57 | 10·34 | 3·31 | 2·20 | 2·05 |
| 4th quarter | 4·37 | 1·61 | 1·89 | 18·53 | 3·68 | 10·52 | 3·21 | 2·41 | 1·99 |
| 1964 1st quarter | 4·43 | 1·69 | 1·98 | 19·64 | 3·94 | 11·06 | 3·38 | 2·51 | 2·04 |
| 2nd quarter | 4·55 | 1·75 | 1·97 | 19·72 | 4·01 | 11·07 | 3·46 | 2·48 | 1·88 |
| 3rd quarter | 4·72 | 1·72 | 1·92 | 19·84 | 4·00 | 11·08 | 3·75 | 2·49 | 1·61 |
| 4th quarter | 4·85 | 1·78 | 2·05 | 20·33 | 4·02 | 11·51 | 3·98 | 2·59 | 1·68 |
| 1965 1st quarter | 4·76* | 1·85 | 1·99 | 20·63 | 3·85 | 11·48 | 4·12 | 2·48 | 1·71 |
| 2nd quarter | 5·39 | 1·94 | 2·09 | 21·56 | 4·07 | 11·96 | 4·33 | 2·50 | 1·78 |
| 3rd quarter | 5·21 | 2·00 | 2·05 | 22·21 | 4·10 | 12·50 | 4·51 | 2·60 | 1·90 |
| 4th quarter | | | | | 4·12 | | 4·56 | 2·81 | |

(a) Imports are valued f.o.b.
(b) Includes Saar from July 1959.
(c) Includes Saar up to June 1959.
* Significantly affected by a dock strike.

## INDUSTRIAL COUNTRIES' TRADE, *continued*

### Table 4—Exports of manufactures by the main manufacturing countries

quarters or quarterly averages

United States $ thousand million. Percentage increase over a year earlier in brackets

| | United Kingdom (seasonally adjusted) | Germany (FR) | Belgium-Luxembourg | France | Italy | Netherlands | Sweden | Switzerland | United States (a) | Canada | Japan | Total (a) (seasonally adjusted) |
|---|---|---|---|---|---|---|---|---|---|---|---|---|
| 1958 . . . | 1·91 (—2·2) | 1·94 (4·1) | 0·61 (—3·3) | 0·90 (6·0) | 0·43 (6·5) | 0·41 (8·6) | 0·32 (5·2) | 0·35 (—1·3) | 2·44 (—9·8) | 0·56 (—5·1) | 0·63 (—1·1) | 10·51 (—1·6) |
| 1959 . . . | 2·01 (5·9) | 2·17 (11·6) | 0·67 (9·5) | 1·04 (15·4) | 0·50 (16·4) | 0·47 (15·9) | 0·34 (7·8) | 0·39 (8·8) | 2·41 (—1·5) | 0·60 (7·2) | 0·76 (20·8) | 11·36 (8·1) |
| 1960 . . . | 2·14 (6·4) | 2·53 (16·8) | 0·77 (14·3) | 1·27 (21·3) | 0·68 (34·4) | 0·53 (12·2) | 0·40 (17·9) | 0·43 (11·5) | 2·83 (17·7) | 0·63 (5·3) | 0·90 (18·8) | 13·11 (15·4) |
| 1961 . . . | 2·24 (4·6) | 2·80 (10·6) | 0·79 (3·4) | 1·30 (2·9) | 0·79 (16·7) | 0·58 (9·0) | 0·45 (11·9) | 0·47 (8·8) | 2·84 (0·1) | 0·63 (0·2) | 0·94 (4·5) | 13·83 (5·5) |
| 1962 . . . | 2·29 (2·2) | 2·93 (4·7) | 0·87 (9·9) | 1·35 (3·6) | 0·88 (11·5) | 0·61 (6·4) | 0·50 (10·9) | 0·51 (8·5) | 2·98 (5·1) | 0·66 (4·5) | 1·09 (15·6) | 14·67 (6·1) |
| 1963 . . . | 2·45 (7·0) | 3·23 (10·0) | 0·96 (9·8) | 1·46 (8·2) | 0·97 (10·3) | 0·68 (10·7) | 0·55 (10·3) | 0·55 (8·1) | 3·14 (5·3) | 0·71 (7·4) | 1·23 (13·0) | 15·91 (8·5) |
| 1964 . . . | 2·59 (5·6) | 3·60 (11·5) | 1·13 (18·4) | 1·62 (10·8) | 1·17 (20·2) | 0·83 (22·9) | 0·62 (13·8) | 0·60 (9·7) | 3·73 (18·7) | 0·86 (21·3) | 1·52 (23·4) | 18·26 (14·8) |
| 1965 (3 quarters). | 2·75 (7·4) | 3·86 (10·6) | 1·26 (14·5) | 1·77 (12·4) | 1·37 (21·4) | 0·89 (9·9) | 0·65 (11·6) | 0·64 (10·6) | 4·09 (4·9) | 0·91 (8·7) | 1·89 (35·6) | 20·35 (12·3) |
| 1961 1st quarter . | 2·26 | 2·62 | 0·75 | 1·30 | 0·75 | 0·59 | 0·42 | 0·44 | 2·86 | 0·58 | 0·84 | 13·63 |
| 2nd quarter. | 2·23 | 2·83 | 0·82 | 1·33 | 0·74 | 0·56 | 0·45 | 0·45 | 2·87 | 0·63 | 0·90 | 13·63 |
| 3rd quarter . | 2·25 | 2·79 | 0·77 | 1·20 | 0·80 | 0·56 | 0·43 | 0·46 | 2·69 | 0·65 | 0·96 | 13·96 |
| 4th quarter . | 2·22 | 2·96 | 0·83 | 1·38 | 0·86 | 0·59 | 0·49 | 0·52 | 2·93 | 0·66 | 1·07 | 14·08 |
| 1962 1st quarter . | 2·23 | 2·79 | 0·88 | 1·38 | 0·85 | 0·60 | 0·48 | 0·48 | 2·93 | 0·61 | 0·90 | 14·29 |
| 2nd quarter. | 2·33 | 2·93 | 0·89 | 1·33 | 0·86 | 0·61 | 0·53 | 0·49 | 3·18 | 0·65 | 1·06 | 14·67 |
| 3rd quarter . | 2·31 | 2·88 | 0·83 | 1·23 | 0·84 | 0·59 | 0·44 | 0·49 | 2·83 | 0·67 | 1·18 | 14·95 |
| 4th quarter . | 2·29 | 3·14 | 0·89 | 1·46 | 0·96 | 0·65 | 0·54 | 0·57 | 2·98 | 0·70 | 1·21 | 14·76 |
| 1963 1st quarter . | 2·38 | 2·86 | 0·86 | 1·38 | 0·91 | 0·61 | 0·49 | 0·50 | 2·87* | 0·63 | 1·01 | 14·90 |
| 2nd quarter. | 2·41 | 3·20 | 0·99 | 1·55 | 0·95 | 0·69 | 0·52 | 0·54 | 3·30 | 0·73 | 1·17 | 15·84 |
| 3rd quarter . | 2·48 | 3·25 | 0·94 | 1·35 | 0·98 | 0·69 | 0·54 | 0·52 | 2·99 | 0·70 | 1·29 | 16·24 |
| 4th quarter . | 2·52 | 3·60 | 1·04 | 1·55 | 1·05 | 0·73 | 0·65 | 0·63 | 3·40 | 0·77 | 1·44 | 16·67 |
| 1964 1st quarter . | 2·56 | 3·43 | 1·11 | 1·62 | 1·03 | 0·78 | 0·55 | 0·55 | 3·57 | 0·76 | 1·17 | 17·51 |
| 2nd quarter. | 2·56 | 3·60 | 1·13 | 1·65 | 1·16 | 0·82 | 0·65 | 0·60 | 3·78 | 0·87 | 1·43 | 18·07 |
| 3rd quarter . | 2·57 | 3·43 | 1·07 | 1·45 | 1·20 | 0·82 | 0·55 | 0·59 | 3·53 | 0·89 | 1·58 | 18·26 |
| 4th quarter . | 2·64 | 3·93 | 1·22 | 1·76 | 1·27 | 0·91 | 0·74 | 0·68 | 4·03 | 0·91 | 1·89 | 19·22 |
| 1965 1st quarter . | 2·70 | 3·86 | 1·28 | 1·73 | 1·32 | 0·87 | 0·66 | 0·62 | 3·66* | 0·84 | 1·67 | 19·69* |
| 2nd quarter. | 2·72 | 3·87 | 1·26 | 1·87 | 1·41 | 0·90 | 0·67 | 0·64 | 4·58 | 0·99 | 1·96 | 20·59 |
| 3rd quarter . | 2·83 | 3·84 | 1·25 | 1·70 | 1·38 | 0·89 | 0·62 | 0·65 | 4·03 | 0·91 | 2·05 | 20·77 |

(a) See note (*b*) to Table 1. * Significantly affected by a dock strike.

### Table 5—Index numbers of industrial production

seasonally adjusted

1960 = 100

| | OECD (a) | United States | European OECD | United Kingdom | EEC | France | Germany (FR) (excluding Saar) | Italy | Japan |
|---|---|---|---|---|---|---|---|---|---|
| 1958. | 86 | 87 | 86 | 88 | 84 | 90 | 84 | 79 | 67 |
| 1959. | 95 | 97 | 91 | 93 | 89 | 91 | 90 | 87 | 80 |
| 1960. | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 | 100 |
| 1961. | 104 | 101 | 105 | 100 | 107 | 106 | 106 | 111 | 119 |
| 1962. | 110 | 109 | 110 | 101 | 113 | 112 | 111 | 122 | 129 |
| 1963. | 116 | 114 | 115 | 105 | 119 | 117 | 115 | 132 | 142 |
| 1964. | 125 | 122 | 124 | 113 | 127 | 127 | 125 | 134 | 166 |
| 1961 1st quarter | 100 | 95 | 104 | 100 | 104 | 103 | 106 | 106 | 112 |
| 2nd quarter | 103 | 100 | 104 | 102 | 105 | 105 | 105 | 109 | 117 |
| 3rd quarter | 105 | 103 | 104 | 101 | 106 | 106 | 106 | 111 | 123 |
| 4th quarter | 107 | 106 | 106 | 99 | 109 | 108 | 107 | 118 | 127 |
| 1962 1st quarter | 108 | 107 | 108 | 99 | 111 | 110 | 108 | 120 | 130 |
| 2nd quarter | 110 | 109 | 109 | 102 | 112 | 112 | 111 | 120 | 129 |
| 3rd quarter | 111 | 110 | 110 | 103 | 114 | 113 | 112 | 122 | 129 |
| 4th quarter | 111 | 110 | 111 | 101 | 115 | 114 | 113 | 125 | 128 |
| 1963 1st quarter | 122 | 111 | 110 | 101 | 114 | 110* | 111 | 127 | 131 |
| 2nd quarter | 115 | 114 | 114 | 104 | 119 | 119 | 115 | 132 | 138 |
| 3rd quarter | 117 | 116 | 116 | 107 | 120 | 119 | 116 | 134 | 146 |
| 4th quarter | 119 | 116 | 118 | 110 | 123 | 123 | 119 | 136 | 154 |
| 1964 1st quarter | 122 | 118 | 121 | 112 | 126 | 127 | 122 | 137 | 160 |
| 2nd quarter | 124 | 121 | 122 | 112 | 127 | 128 | 124 | 134 | 164 |
| 3rd quarter | 125 | 123 | 121 | 113 | 126 | 122 | 125 | 131 | 169 |
| 4th quarter | 127 | 124 | 124 | 115 | 129 | 127 | 128 | 133 | 172 |
| 1965 1st quarter | 130 | 128 | 126 | 116 | 130 | 125 | 132 | 134 | 172 |
| 2nd quarter | 131 | 130 | 127 | 116 | 132 | 128 | 132 | 138 | 171 |
| 3rd quarter | 133 | 133 | 126 | 116 | 131 | 126 | 131 | 141 | 173 |
| 4th quarter | | 135 | | 117 | | | 132 | | 174 |

(a) Includes Japan. *Significantly affected by a strike.

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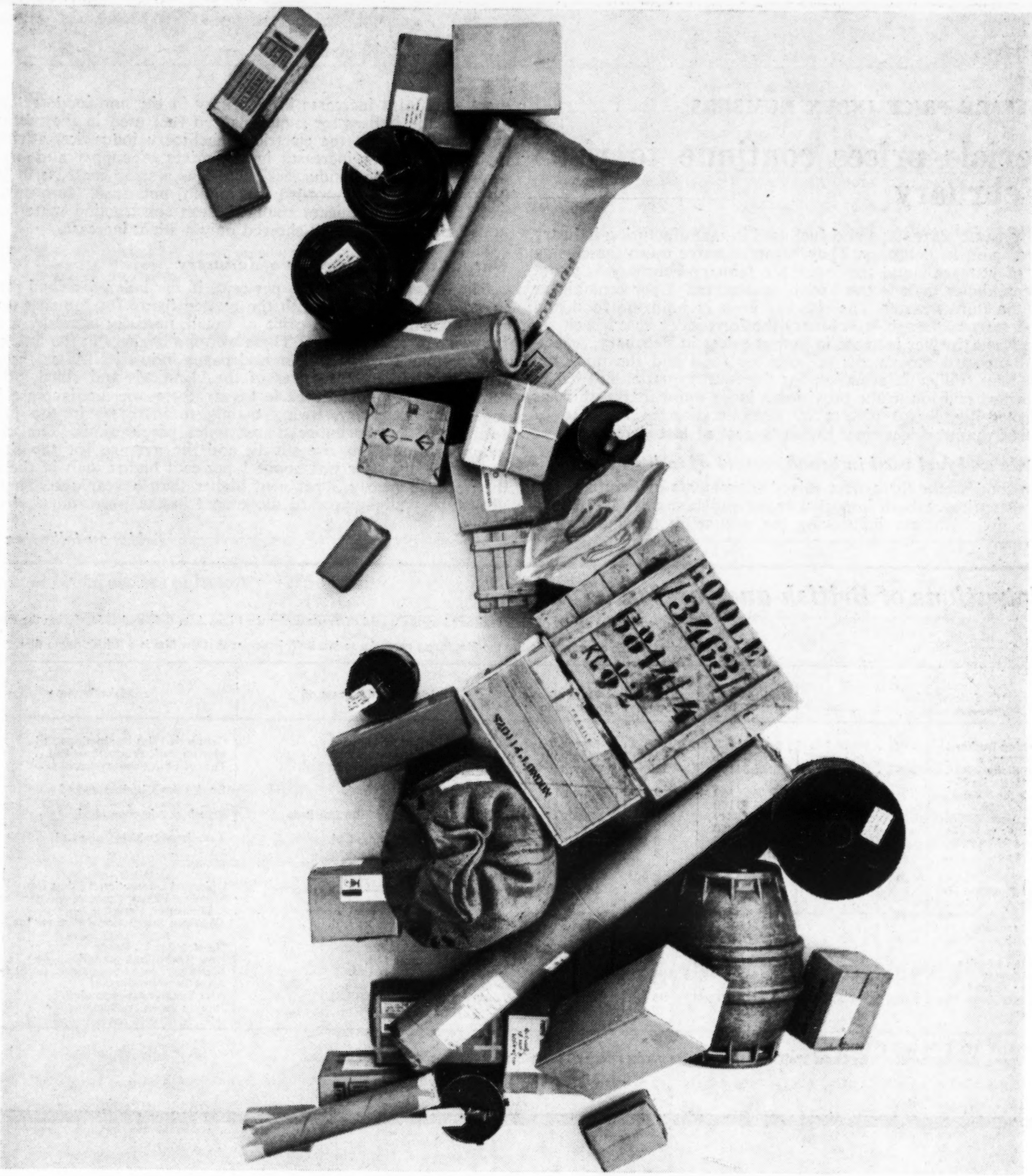

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### WHOLESALE PRICE INDEX NUMBERS

## Materials prices continue to rise in February

PRICES OF BASIC MATERIALS and fuel used in manufacturing industry increased again in February. They began to move up in the closing months of last year, and the index for January-February is about 2 per cent higher than in the fourth quarter and 3 per cent higher than in the third quarter. The rise has been in both the food and non-food sectors, though in February the food index eased back.

There was a further increase in output prices in February, reflecting small upward movements in both the food and the non-food sector indices. Fuller information for the fourth quarter has led to some upward revision to the provisional index numbers but this has not affected the broad picture of a moderation in the rate of increase of output prices since the early part of last year.

### *Materials and fuel used in broad sectors of industry*

In the food sector there were mixed movements in February but falls in the price of both imported sugar and home produced beet were the major factors influencing the decline in the index. The most significant increases in February in the non-food sector were again in the indices for materials and fuel used in the mechanical engineering and in the electrical machinery industries, attributable mainly to further increases in the prices of copper and brass. In the other non-food industries there was a small increase in textiles (to reverse the fall recorded last month) but, apart from this, there were no other significant changes. Both construction materials and house building materials showed only a slight increase.

### *Output of broad sectors of industry*

The increase, of about ½ per cent, in the index for food products in February compared with the revised figure for January was due mainly to the increased price of bread, partially offset by a fall in the price of refined sugar. There were no changes in the index numbers for the textiles, timber and paper industries. After the downward trend in output prices of the chemicals and allied industries during the second half of last year there was an increase in the index for February, owing mainly to increases in the price of fertilizers, pharmaceuticals and toilet preparations. The clothing index continued to rise slowly and the average for the first two months of the year was about 1 per cent higher than in the fourth quarter and nearly 3 per cent higher than a year ago. There was also a very slight upward movement in the iron and steel output index.

*(Tables on following pages)*

## *Registrations of British and foreign films*

The following are details of films registered by the Board of Trade under the Films Acts 1960 and 1964, during the week ended Friday, March 11, 1966.
Where the title appears in italics the film forms part of a series. Br/E indicates that the film is a British quota film.

| Title of Film | Registered No. | Playing Time Minutes | Date of Registration | Registered in the name of | Maker's name |
|---|---|---|---|---|---|
| | | | BRITISH | | |
| The Vanishing Busker | Br/E 31148 | 26 | March 7 | Ritz Film Distributors Ltd.. | Group 64 Film Productions Ltd. |
| Change Partners | Br/E 31151 | 63 | March 9 | Warner-Pathe Distributors Ltd. | Merton Park Productions Ltd. |
| Wonderful Sicily | Br/E 31152 | 19 | March 9 | Columbia Pictures Corporation Ltd. | Tunnel Film Productions Ltd. |
| Look at Life Series 29: | | | | | |
| *Clearway for Ships* | Br/E 31159 | 9 | March 11 | Rank Film Distributors Ltd. | Rank Film Distributors Ltd. |
| *Fire Over London* | Br/E 31160 | 10 | March 11 | „ „ | „ „ |
| Movietone News 1917 | Br/E 30849 | 8 | March 11 | Twentieth Century-Fox Film Co. Ltd. | British Movietonews Ltd. |
| Movietone News 1917A | Br/E 30850 | 9 | March 11 | „ „ | „ „ |
| Pathe News 66-19 | Br/E 30935 | 8 | March 11 | Warner-Pathe Distributors Ltd. | Associated British-Pathe Ltd. |
| Pathe News 66-20 | Br/E 30936 | 8 | March 11 | „ „ | „ „ |
| | | | FOREIGN | | |
| Incident at Phantom Hill | F 31149 | 87 | March 7 | Rank Film Distributors Ltd. | Universal International Films Inc. |
| The Gentle Art of Seduction | F 31150 | 90 | March 8 | Miracle Films Ltd. | Mondex Films; Procinex-Mondex and Filmsonor, Paris |
| Sergeant Deadhead | F 31153 | 89 | March 9 | Warner-Pathe Distributors Ltd. | American International Pictures Inc. |
| Pajama Party | F 31154 | 85 | March 9 | „ „ | „ „ |
| Torpedo Bay | F 31155 | 78 | March 9 | British Lion Films Ltd. | Galatea S.p.A., Rome |
| March of the Movies | F 31156 | 61 | March 9 | New Realm Pictures Ltd. | New Realm Pictures Ltd. |
| The Householder | F 31157 | 101 | March 10 | Gala Film Distributors Ltd. | Merchant Ivory Productions, Bombay |
| The Slender Thread | F 31158 | 98 | March 10 | Paramount Film Service Ltd. | An Athene Production |
| Muscle Beach Party | F 31161 | 95 | March 11 | Warner-Pathe Distributors Ltd. | Alta Vista Productions Inc. |
| Navajo Run | F 31162 | 79 | March 11 | „ „ | Johnny Seven Productions Inc. |

**AMENDMENT TO THE REGISTER:**
The playing time of the film 'The Great Wall' (F 31004) registered on January 12, 1966, has been amended to 107 minutes.

**Monthly Digest of Statistics**

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HMSO

## WHOLESALE PRICE INDEX NUMBERS

### 1. Materials purchased by broad sectors of industry—1954=100

(monthly averages

| 1958 Standard Industrial Classification Minimum List Headings | | 1964 | 1965 | | | | 1965 | | | | | | | 1966 | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 4th Qtr. | 1st Qtr. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Feb. | July | Aug. | Sept. | Oct. | Nov. | Dec. | Jan. | Feb. |
| Orders III to XVI | Basic materials and fuel used in manufacturing industry. | 108·2 | 107·7 | 107·6 | 106·9 | 108·0 | 107·6 | 106·8 | 106·6 | 107·1 | 107·4 | 107·8 | 108·6* | 109·6* | 110·0* |
| | Basic materials . . . . . . | 104·3 | 103·3 | 103·2 | 102·3 | 103·4* | 103·2 | 102·3 | 102·1 | 102·6 | 103·0 | 103·2 | 104·1* | 105·2* | 105·5* |
| | Fuel . . . . . . . . | 138·4 | 141·2 | 141·1 | 141·8 | 143·2* | 141·4 | 141·7 | 141·8 | 141·9 | 142·9 | 143·3 | 143·4* | 143·5* | 144·1* |
| Orders IV to XVI | Basic materials and fuel used in manufacturing industry, other than food, drink and tobacco manufacturing industries. | 109·9 | 109·7 | 110·9 | 110·5 | 111·5* | 109·8 | 110·5 | 110·2 | 110·6 | 111·1 | 111·4 | 111·9* | 113·0* | 113·9* |
| | Basic materials other than fuel . . . | 104·9 | 104·2 | 105·7 | 105·0 | 106·0* | 104·2 | 105·1 | 104·7 | 105·2 | 105·6 | 105·9 | 106·4* | 107·6* | 108·6* |
| 211 to 229 | Materials and fuel used in the food manufacturing industries. | 105·4 | 104·8 | 102·2 | 100·3 | 101·8* | 104·6 | 100·3 | 99·5 | 101·0 | 101·0 | 101·6 | 102·7* | 103·5* | 102·7* |
| 263 to 277 | Materials and fuel used in the chemicals and allied industries. | 113·2 | 116·1 | 118·1 | 117·1 | 116·8* | 116·2 | 118·1 | 117·0 | 116·3 | 116·7 | 116·9 | 117·0* | 117·5* | 117·4* |
| 331 to 349 (excluding 342) | Materials and fuel used in the mechanical engineering industries. | 137·7 | 138·6 | 140·4 | 140·6 | 142·5* | 138·7 | 140·4 | 140·6 | 140·9 | 141·5 | 142·7 | 143·4* | 144·9* | 147·0* |
| 361 | Materials and fuel used in the electrical machinery industry. | 127·8 | 128·9 | 130·8 | 131·2 | 133·8* | 128·9 | 131·1 | 131·2 | 131·4 | 132·4 | 134·0 | 135·1* | 137·1* | 139·5* |
| Order X | Materials and fuel used in the textile industries | 95·6 | 93·6 | 93·8 | 94·3 | 96·3* | 94·0 | 94·2 | 94·1 | 94·6 | 95·7 | 96·5 | 96·7* | 96·2* | 96·5* |
| Order XIV | Materials and fuel used in the timber industries | 117·4 | 119·4 | 119·8 | 120·3 | 120·5* | 119·5 | 120·3 | 120·4 | 120·3 | 120·4 | 120·6 | 120·7* | 120·7* | 120·8* |
| Order XV | Materials and fuel used in the paper industries . | 111·4 | 114·9 | 115·0 | 115·2 | 113·3* | 115·0 | 115·4 | 115·1 | 115·1 | 114·2 | 112·9 | 112·7* | 112·9* | 112·9* |
| Order XVII | Construction materials . . . . . . | 127·6 | 128·8 | 130·3 | 130·9 | 131·4* | 128·9 | 130·8 | 130·9 | 131·0 | 131·2 | 131·4 | 131·6* | 131·6* | 131·7* |
| Part of Order XVII | House building materials . . . . . | 128·2 | 129·8 | 131·5 | 132·2 | 132·6* | 129·9 | 132·1 | 132·2 | 132·2 | 132·4 | 132·6 | 132·8* | 132·8* | 132·9* |

*Provisional figure.

### 2. Output of broad sectors of industry—1954=100

(monthly averages)

| 1958 Standard Industrial Classification Minimum List Headings | | 1964 | 1965 | | | | 1965 | | | | | | | 1966 | |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| | | 4th Qtr. | 1st Qrt. | 2nd Qtr. | 3rd Qtr. | 4th Qtr. | Feb. | July | Aug. | Sept. | Oct. | Nov. | Dec. | Jan. | Feb. |
| Orders III to XVI | All manufactured products: | | | | | | | | | | | | | | |
| | Total sales . . . . . . . | 124·9 | 126·5 | 128·4 | 129·1 | 129·7* | 126·4 | 128·8 | 129·1 | 129·3 | 129·4 | 129·7 | 130·2* | 130·2* | 130·4* |
| | Home market sales . . . . . . | 125·8 | 127·5 | 129·8 | 130·4 | 130·9* | 127·5 | 130·2 | 130·4 | 130·5 | 130·6 | 130·9 | 131·3* | 131·4* | 131·6* |
| Orders IV to XVI | Products of manufacturing industries, other than food, drink and tobacco: | | | | | | | | | | | | | | |
| | Total sales . . . . . . . | 125·1 | 126·9 | 127·7 | 128·6 | 129·3* | 126·9 | 128·2 | 128·6 | 128·9 | 128·9 | 129·3 | 129·5* | 129·7* | 129·8* |
| | Home market sales . . . . . . | 126·3 | 128·3 | 129·2 | 129·9 | 130·5* | 128·3 | 129·6 | 130·0 | 130·1 | 130·2 | 130·5 | 130·7* | 130·9* | 131·1* |
| 211 to 229 | Products of the food manufacturing industries: Home market sales . . . . . . | 119·5 | 120·8 | 120·3 | 120·1 | 121·1* | 120·8 | 120·2 | 119·9 | 120·2 | 120·4 | 120·5 | 122·4* | 122·0 | 122·5* |
| 263 to 277 | Chemicals and allied industries: | | | | | | | | | | | | | | |
| | Total sales . . . . . . . | 106·5 | 107·9 | 108·3 | 108·1 | 108·0* | 108·1 | 108·1 | 108·1 | 108·0 | 107·9 | 108·0 | 108·0* | 108·2* | 108·5* |
| | Home market sales . . . . . . | 108·1 | 109·4 | 109·7 | 109·3 | 109·2* | 109·5 | 109·4 | 109·3 | 109·1 | 109·1 | 109·2 | 109·3* | 109·5* | 109·8* |
| 311 and 312 | Iron and steel industries: | | | | | | | | | | | | | | |
| | Total sales . . . . . . . | 129·8 | 130·2 | 131·7 | 132·2 | 132·1* | 130·2 | 132·1 | 132·3 | 132·3 | 132·1 | 132·0 | 132·3* | 132·3* | 132·4* |
| | †Home market sales . . . . . . | 134·6 | 135·3 | 136·7 | 137·2 | 137·1 | 135·4 | 137·2 | 137·2 | 137·1 | 137·1 | 137·1 | 137·1 | 137·1* | 137·2* |
| Order X | Textile industries other than clothing: | | | | | | | | | | | | | | |
| | Total sales . . . . . . . | 111·3 | 111·4 | 111·7 | 111·3 | 112·0* | 111·4 | 111·3 | 110·9 | 111·9 | 112·1 | 112·2 | 111·8* | 112·4* | 112·4* |
| | Home market sales . . . . . . | 109·0 | 109·4 | 109·8 | 110·2 | 111·0* | 109·4 | 109·8 | 110·2 | 110·5 | 110·9 | 111·0 | 111·1* | 111·2* | 111·2* |
| Order XII | Clothing and footwear: Home market sales . | 113·1 | 114·1 | 115·1 | 115·7 | 116·3* | 114·2 | 115·6 | 115·7 | 115·9 | 116·1 | 116·3 | 116·6* | 117·2* | 117·4* |
| Order XIV | Timber industries: Home market sales . . | 119·0 | 121·1 | 121·7 | 122·9 | 123·5* | 121·0 | 122·4 | 123·0 | 123·2 | 123·3 | 123·6 | 123·7* | 124·1* | 124·1* |
| 481 to 483 | Paper industries: Home market sales . . | 115·4 | 118·3 | 118·7 | 118·6 | 119·0* | 118·5 | 118·6 | 118·6 | 118·6 | 118·6 | 119·1 | 119·4* | 119·6* | 119·6* |
| Order XVI | New construction‡ . . . . . . | 131 | 132 | 133 | 134 | 136* | | | | | 134 | | | 136* | |

*Provisional figure. †The index for Blast Furnaces and Iron and Steel Melting and Rolling: Home Market Sales (Minimum List Headings 40, 41 of the 1948 Standard Industrial Classification) has been discontinued. An equivalent index is published in Table (3) (a) of this article under the title 'Other steel goods (excluding tubes)'. ‡Index of building costs figures relate to average for the quarter.

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WHOLESALE PRICES, *continued*

## 3 (a). Commodities produced in the United Kingdom—1954=100

Commodities are listed by industries (as defined in the Standard Industrial Classification 1958) whose principal products they are The Standard Industrial Classification references appear in the annual article on wholesale price index numbers published in the *Board of Trade Journal* of February 25, 1966. (monthly averages)

| | 1965 | | | 1966 | |
|---|---|---|---|---|---|
| | Feb. | Aug. | Dec. | Jan. | Feb. |
| Coal† | 158·9 | 152·0 | 158·5 | 158·6* | 159·6* |
| Slates | 172·5 | 183·9 | 183·9 | 183·9 | 183·9 |
| Salt | 111·0 | 110·7 | 111·0 | 111·0 | 111·0 |
| Flour | 119·3 | 117·3 | 117·3 | 117·3 | 117·3 |
| Sugar, refined | 126·6 | 108·4 | 113·1 | 118·5 | 112·2 |
| Chocolate and sugar confectionery | 110·9 | 111·2 | 110·8 | 111·1 | 111·0 |
| Beer | 118·3 | 127·1 | 127·5 | 127·5* | 127·5* |
| Tobacco and cigarettes | 139·3 | 154·6 | 154·6 | 154·6 | 154·6 |
| Hard coke | 177·0 | 177·0 | 177·0 | 177·0 | 177·2 |
| Motor spirit, standard grade (including duty) | 122·7 | 122·7 | 122·7 | 122·7 | 122·7 |
| Medium fuel oil (950 secs.) | 138·9 | 138·9 | 138·9 | 138·9 | 138·9 |
| Lubricating oils and greases | 128·9 | 128·9 | 130·0 | 130·0* | 130·0* |
| General chemicals | 100·5 | 100·6 | 101·2 | 101·5* | 101·5* |
| Pharmaceutical chemicals | 64·0 | 64·1 | 62·7 | 62·7 | 62·7* |
| Pharmaceutical preparations | 100·6 | 101·6 | 101·7 | 101·9 | 102·9* |
| Toilet preparations | 138·2 | 142·1 | 142·5 | 143·8 | 144·4* |
| Paint for building and decorating | 115·9 | 116·3 | 116·2 | 116·1 | 116·1* |
| Soap | 151·1 | 155·5 | 154·7 | 154·7* | 154·7* |
| Soapless detergents | 106·4 | 106·4 | 106·4 | 106·4* | 106·4* |
| Synthetic resins and plastic materials | 74·8 | 74·9 | 74·8 | 74·8* | 74·8* |
| Steel sheets | 134·2 | 135·4 | 135·2 | 135·2 | 135·2 |
| Tinplate | 127·0 | 127·2 | 127·2 | 127·2 | 127·2 |
| Other steel goods (excluding tubes) | 134·7 | 136·6 | 136·6 | 136·6 | 136·7* |
| Steel tubes | 141·1 | 144·3 | 144·2 | 144·2 | 144·2 |
| Iron castings | 147·7 | 149·9 | 150·9 | 150·9 | 151·3* |
| Aluminium and aluminium alloy products: | | | | | |
| Extruded and drawn | 145·2 | 145·2 | 145·2 | 145·2 | 145·2 |
| Rolled | 136·3 | 136·3 | 136·3 | 136·3 | 136·3 |
| Castings | 144·1 | 144·1 | 144·1 | 144·1 | 144·1 |
| Forgings | 138·3 | 138·3 | 138·3 | 138·3 | 138·3 |
| Brass, ingot 65-35, B.S. 1400: B3, delivered | 131·0 | 140·8 | 177·3 | 194·4 | 225·6 |
| Photographic paper and films, etc. | 126·0 | 126·0 | 126·1 | 126·1* | 126·1 * |
| Spectacles, etc. | 130·2 | 140·4 | 140·4 | 140·4 | 140·4 |
| Dental goods | 137·9 | 142·3 | 142·7 | 142·7 | 142·7* |
| Gramophone records | 138·5 | 138·5 | 138·5 | 138·5 | 138·5* |
| Domestic electrical appliances | 101·4 | 101·6 | 101·6 | 101·8 | 102·2* |
| Perambulators, etc. | 128·0 | 128·0 | 128·0 | 128·0 | 128·0* |
| Tools and implements | 149·3 | 151·4 | 152·1 | 152·5 | 152·5* |

| | 1965 | | | 1966 | |
|---|---|---|---|---|---|
| | Feb. | Aug. | Dec. | Jan. | Feb. |
| Cutlery | 134·8 | 136·1 | 136·1 | 136·1 | 136·1 |
| Cutlery (other than razors and razor blades) | 136·5 | 140·3 | 140·3 | 140·8 | 140·8* |
| Spoons and forks | 153·4 | 157·8 | 157·8 | 159·2* | 159·2* |
| Galvanized cisterns, tanks and cylinders | 163·3 | 163·3 | 163·3 | 163·3* | 163·3* |
| Domestic hollow-ware | 156·5 | 158·0 | 162·6 | 162·6* | 162·6* |
| Domestic gas appliances | 112·2 | 113·2 | 113·2 | 113·5 | 113·5* |
| Cotton yarn | 97·8 | 98·1 | 97·9 | 98·0 | 98·0 |
| Spun rayon yarn | 107·8 | 108·3 | 105·4 | 104·0* | 104·1* |
| Irish linen yarns (wetspun) | 132·1 | 122·5 | 124·3 | 125·1 | 125·1 |
| Cotton cloth | 105·3 | 106·6 | 107·0 | 107·2 | 107·0* |
| Linen | 130·9 | 130·9 | 135·8 | 136·0 | 136·0* |
| Rayon and acetate fabric | 119·3 | 120·9 | 120·8 | 120·8* | 120·8* |
| Wool tops | 79·8 | 81·1 | 84·4 | 79·6 | 79·0 |
| Worsted yarns | 91·6 | 93·1 | 96·8 | 96·5 | 96·3 |
| Harris tweed | 108·3 | 108·3 | 111·8 | 111·8 | 111·8 |
| Serge cloth | 98·2 | 99·2 | 101·7 | 102·0 | 102·0 |
| Jute yarn | 125·4 | 126·5 | 125·5 | 130·7 | 133·2 |
| Jute piece-goods | 127·8 | 129·6 | 129·1 | 136·4 | 139·7 |
| Rope, twine and net | 123·2 | 122·1 | 121·3 | 119·7* | 119·5* |
| Hosiery and other knitted goods | 100·8 | 101·4 | 101·4 | 101·6* | 101·6* |
| Carpets and rugs | 127·8 | 127·8 | 127·9 | 127·5* | 127·5* |
| Canvas goods and sacks | 105·2 | 111·8 | 116·7 | 117·5* | 119·0* |
| Leather for footwear | 108·5 | 112·1 | 117·6 | 117·6* | 117·6* |
| Travel goods | 128·3 | 127·8 | 128·9 | 130·5* | 131·8* |
| Made-up clothing | 113·4 | 115·1 | 116·1 | 116·5* | 116·6* |
| Weatherproof outerwear | 104·6 | 104·7 | 106·5 | 106·5* | 106·5* |
| Men's and boys' tailored outerwear | 114·7 | 117·8 | 118·0 | 118·8* | 118·8* |
| Women's and girls' tailored outerwear | 110·9 | 111·6 | 113·5 | 113·6* | 113·6* |
| Women's and girls' light outerwear | 111·9 | 113·3 | 113·9 | 113·9* | 114·6* |
| Footwear (excluding rubber) | 114·8 | 115·0 | 115·9 | 116·6* | 116·9* |
| Refractory goods, including bricks | 149·8 | 149·8 | 150·0 | 150·0 | 150·0 |
| Non-refractory goods, including bricks | 131·4 | §133·5 | 133·5 | 133·4* | 133·6* |
| Building bricks, common, other than fletton, *ex works.* | 137·4 | §140·5 | 140·5 | 140·2 | 140·1* |
| Building bricks, fletton common, *delivered.* | 119·3 | 119·3 | 119·3 | 119·3 | 120·0* |
| Electrical porcelain | 132·8 | 132·8 | 137·6 | 137·6 | 137·6* |
| Domestic china and earthenware | 142·7 | 148·1 | 150·8 | 151·0 | 151·0* |
| Glass (other than containers) | 135·2 | 137·0 | 137·6 | 138·0 | 138·0* |
| Glass containers | 124·3 | 130·7 | 130·7 | 130·7 | 130·7* |

*Provisional figure. †This index is based on prices ruling on the last day of the month. § Revised figure.

**Time Rates of Wages and Hours of Work**

A volume of tables giving particulars of the minimum, or standard, time rates of wages for the more important industries and occupations, and of the normal weekly hours for which these rates are payable. The details given relate to the position as at 1st April, 1965, but any later changes known to have come into operation are shown. **25s.** (by post 25s. 11d.)

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WHOLESALE PRICES, *continued*

## 3 (a). (*Continued*). Commodities produced in the United Kingdom—1954=100

(monthly averages)

| | 1965 | | | 1966 | |
|---|---|---|---|---|---|
| | Feb. | Aug. | Dec. | Jan. | Feb. |
| Cement, delivered | 124·5 | 131·0 | 131·0 | 128·0 | 128·0 |
| Abrasive paper and cloth | 132·1 | 132·1 | 132·1 | 132·1 | 132·1* |
| Cast stone and cast concrete products | 117·5 | 118·2 | 118·5 | §118·9 | 118·9 |
| Home-grown hardwood | 104·9 | 107·2 | 107·7 | 107·0 | 107·0* |
| Domestic furniture | 122·8 | 125·6 | 126·0 | 126·8* | 126·8* |
| Bedding, etc. | 117·5 | 118·5 | 118·5 | 121·3 | 121·3 |
| Wooden boxes, packing cases, crates, etc.‡ | 121·2 | 125·5 | 127·3 | 127·3 | 127·3 |
| Paper and board | 114·8 | 115·1 | 115·1 | 115·1* | 115·2* |
| Cardboard boxes, cartons and fibreboard packing cases. | 119·6 | 119·9 | 122·0 | 122·6 | 122·7* |
| Wallpaper | 138·0 | 138·0 | 138·0 | 138·0 | 138·0 |
| Paper bags | 123·2 | 123·2 | 123·2 | 123·2* | 123·2* |
| Manufactured stationery | 123·7 | 123·7 | 123·9 | 124·1 | 124·4* |

| | 1965 | | | 1966 | |
|---|---|---|---|---|---|
| | Feb. | Aug. | Dec. | Jan. | Feb. |
| Other manufactures of paper and board | 112·0 | 112·1 | 112·1 | 111·8 | 111·8* |
| Rubber tyres and tubes | 123·4 | 127·0 | 130·0 | 130·0 | 130·0* |
| Rubber goods (other than tyres and tubes) | 119·6 | 122·5 | 121·9 | 121·9 | 122·0* |
| Rubber footwear | 135·2 | 135·0 | 135·0 | 135·0 | 135·0 |
| Linoleum and felt base | 142·0 | 142·0 | 142·0 | 142·4 | 142·4* |
| Brushes and brooms | 141·6 | 143·0 | 143·0 | 143·7 | 143·7* |
| Toys and games | 126·0 | 127·1 | 127·1 | 128·3* | 128·3* |
| Sports equipment | 134·6 | 137·2 | 139·4 | 139·4* | 139·4* |
| Pens and pencils | 115·4 | 115·7 | 115·7 | 116·0* | 116·0* |
| Other stationers' goods | 132·7 | 133·4 | 133·4 | 133·4 | 133·4 |
| Plastic mouldings | 105·6 | 106·1 | 106·2 | 105·7* | 105·7* |

*Provisional figure. ‡Revised Series, July-Sept. 1965=125.5, Oct.=125.8, Nov.=127.3
§ Revised figure.

## 3 (b). Commodities wholly or partly imported into the United Kingdom—1954=100

(monthly averages)

| | 1965 | | | 1966 | |
|---|---|---|---|---|---|
| | Feb. | Aug. | Dec. | Jan. | Feb. |
| Hides and skins | 88·8 | 103·2 | 107·3 | 115·7* | 115·7* |
| Imported | 95·8 | 110·9 | 114·9 | 126·0* | 126·0* |
| Native | 78·2 | 91·6 | 96·0 | 100·3 | 100·3* |
| Non-ferrous metals: | | | | | |
| Aluminium, virgin ingot, delivered | 125·6 | 125·6 | 125·6 | 125·6 | 125·6 |
| Copper, ex-ship, wharf or warehouse† | 172·1 | 176·5 | 221·4 | 244·9 | 273·4 |
| Lead, e:-ship, wharf or warehouse† | 146·6 | 102·3 | 113·3 | 113·3 | 109·7 |
| Nickel, refined, delivered | 131·9 | 131·9 | 131·9 | 131·9 | 131·9 |
| Tin, ingot, min. 99·75 per cent, settlement price | 171·0 | 206·2 | 195·1 | 197·9 | 195·4 |
| Zinc, ex-ship, wharf or warehouse | 148·5 | 140·8 | 140·4 | 140·3 | 139·0 |
| Oils, resins and gums: | | | | | |
| Linseed oil, crude, naked, ex-works | 119·1 | 110·2 | 105·4 | 108·4 | 108·4* |
| Palm oil, c.i.f., in bulk | 123·0 | 123·1 | 107·4 | 106·8 | 106·8* |
| Whale oil, acid, soft, naked, ex-works | 78·4 | 98·9 | 88·4 | 86·9 | 86·9* |
| Pyrites, c,i.f., United Kingdom ports | 62·1 | 66·2 | 64·1 | 64·1 | 64·1 |
| Rubber, No. 1 R.S.S. one month future | 107·0 | 100·3 | 102·5 | 103·3 | 104·3 |
| Sulphur, crude (for acid making), c.i.f. | 71·9 | 82·0 | 82·0 | 104·7 | 104·7 |

| | 1965 | | | 1966 | |
|---|---|---|---|---|---|
| | Feb. | Aug. | Dec. | Jan. | Feb. |
| Textiles: | | | | | |
| Coir yarn, c.i.f. United Kingdom ports | 154·9 | 156·4 | 157·8 | 157·9 | 159·1 |
| Cotton, raw | 71·6 | 70·2 | 70·0 | 69·7 | 69·6* |
| Jute, raw, 'Export Firsts', c.i.f. Dundee | 154·5 | 141·4 | 144·6 | 154·6 | 165·0 |
| Jute, raw, 'Export Lightnings', c.i.f. Dundee | 147·7 | 142·4 | 136·8 | 147·3 | 162·2* |
| Silk, raw, delivered mill | 141·5 | 134·7 | 145·7 | 153·9 | 151·1* |
| Sisal, East Africa No. 1 Grade, c.i.f. London | 109·7 | 105·0 | 94·9 | 98·0 | 98·0 |
| Wool, raw | 77·4 | 79·8 | 84·2 | 82·5 | 82·5* |
| Crossbred, medium and coarse, c.i.f. U.K. | 87·6 | 95·1 | 90·7 | 88·9 | 88·9* |
| Crossbred, fine, c.i.f. U.K. | 78·2 | 81·7 | 86·2 | 86·2 | 86·2* |
| Merino, c.i.f. U.K. | 71·7 | 72·6 | 76·9 | 77·7 | 77·7* |
| Timber: | | | | | |
| Imported hardwood (ex-yard or wharf) | 115·1 | 115·7 | 115·6 | 116·1* | 115·9* |
| Imported plywood (delivered to consumers) | 119·3 | 115·6 | 116·3 | 116·5 | 116·5* |
| Imported softwood (delivered to consumers) | 117·9 | 118·9 | 118·4 | 118·4 | 118·4 |
| Woodpulp, imported | 104·4 | 104·4 | 101·0 | 101·1 | 101·0 |

*Provisional figure.
†L.M.E. mean of buyers' and sellers' prices at close of morning session.

## NOTES ON WHOLESALE PRICES

**Correspondence about wholesale price index numbers should be addressed to Statistics Division, Board of Trade, Room 102, Hillgate House, 35 Old Bailey, London, E.C.4. Telephone inquiries should be made to City 5757. Ext. 7246 or 7216.**

*The notes on index numbers of wholesale prices* (1954=100) *are published only in the annual article, which normally appears in February. They were last published in the issue of February* 25 1966.

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# Turnover of the catering trades, laundries, dry-cleaners and hairdressers in January

**IN JANUARY** the turnover of the catering, laundry, dry cleaning and hairdressing trades all continued to show increases when compared with a year earlier.

### Catering trades

The total turnover of the catering trades in January was 7 per cent higher than a year earlier; a rise similar to those on average in recent months and during 1965 as a whole.

Each of the broad kinds of business shown separately in table 1 showed increases in turnover compared with a year earlier fairly much in line with increases on average during 1965.

### Laundries and dry-cleaners

The total turnover of laundries and dry-cleaners showed a rise of 2 per cent when compared with a year earlier. This was an increase considerably lower than those during the second half of 1965, but as the run of figures indicates there tends to be some fluctuation from month to month in the percentage change in business a year earlier.

This pattern was repeated for laundries and by dry-cleaners when considered separately.

(*Continued on page* 613)

## Table I. Catering trades

**Index** numbers of turnover per week and percentage changes on a year earlier (a)

1960 = 100

| Kind of business (Turnover in 1960 £ million) | | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **TOTAL ALL CATERERS:** (£1,290 million) . . . . | 1963 | 117 | 96 | 119 | 134 | 119 | 94 | 93 | 100 | 111 | 113 | 130 | 136 | 142 | 126 | 118 | 109 | 126 |
| | 1964 | 126 | 105 | 127 | 145 | 127 | 104 | 102 | 109 | 115 | 130 | 135 | 149 | 150 | 137 | 126 | 118 | 136 |
| | 1965 | 133 | 111 | 136 | 151 | 136 | 107 | 110 | 114 | 127 | 132 | 147 | 155 | 156 | 142 | 137 | 124 | 144 |
| | 1966 | | | | | | 115 | | | | | | | | | | | |
| | 1965 | +6 | +5 | +7 | +4 | +6 | +3 | +8 | +4 | +11 | +1 | +9 | +4 | +4 | +4 | +8 | +5 | +6 |
| | 1966 | | | | | | +7 | | | | | | | | | | | |
| **Licensed** hotels and holiday camps (£169 million) . . . . | 1963 | 118 | 76 | 124 | 167 | 107 | 69 | 72 | 85 | 103 | 113 | 149 | 169 | 184 | 151 | 128 | 94 | 100 |
| | 1964 | 128 | 86 | 138 | 181 | 113 | 79 | 82 | 97 | 108 | 133 | 161 | 189 | 197 | 163 | 135 | 98 | 108 |
| | 1965 | 136 | 91 | 144 | 188 | 121 | 83 | 90 | 99 | 119 | 132 | 172 | 198 | 204 | 168 | 145 | 104 | 116 |
| | 1966 | | | | | | 89 | | | | | | | | | | | |
| | 1965 | +6 | +6 | +6 | +4 | +7 | +5 | +10 | +3 | +10 | Nil | +7 | +5 | +4 | +3 | +8 | +6 | +7 |
| | 1966 | | | | | | +7 | | | | | | | | | | | |
| **Restaurants**, cafes, etc., and fish and **chip** shops (£307 million) . . | 1963 | 114 | 94 | 117 | 135 | 109 | 89 | 92 | 99 | 108 | 110 | 129 | 134 | 147 | 125 | 112 | 106 | 109 |
| | 1964 | 121 | 101 | 124 | 143 | 115 | 97 | 99 | 106 | 111 | 126 | 133 | 146 | 153 | 133 | 118 | 113 | 114 |
| | 1965 | 129 | 107 | 132 | 151 | 124 | 103 | 106 | 111 | 122 | 126 | 146 | 154 | 162 | 141 | 129 | 120 | 123 |
| | 1966 | | | | | | 110 | | | | | | | | | | | |
| | 1965 | +7 | +6 | +7 | +6 | +8 | +6 | +7 | +4 | +10 | Nil | +9 | +5 | +6 | +6 | +9 | +6 | +8 |
| | 1966 | | | | | | +6 | | | | | | | | | | | |
| **Public** houses (£711 million) . . | 1963 | 118 | 98 | 119 | 130 | 125 | 98 | 94 | 101 | 115 | 113 | 128 | 133 | 137 | 122 | 119 | 112 | 141 |
| | 1964 | 128 | 109 | 127 | 141 | 136 | 111 | 105 | 113 | 116 | 132 | 132 | 147 | 144 | 134 | 127 | 122 | 154 |
| | 1965 | 136 | 114 | 138 | 147 | 144 | 112 | 115 | 116 | 132 | 134 | 145 | 152 | 149 | 140 | 139 | 127 | 162 |
| | 1966 | | | | | | 120 | | | | | | | | | | | |
| | 1965 | +6 | +4 | +8 | +4 | +6 | +1 | +9 | +3 | +14 | +1 | +10 | +3 | +3 | +5 | +9 | +5 | +5 |
| | 1966 | | | | | | +8 | | | | | | | | | | | |
| **Canteens** and catering contractors (£102 million) . . . . | 1963 | 115 | 120 | 113 | 106 | 119 | 119 | 122 | 120 | 111 | 119 | 111 | 108 | 96 | 112 | 118 | 125 | 115 |
| | 1964 | 121 | 120 | 121 | 113 | 129 | 119 | 122 | 119 | 124 | 121 | 118 | 113 | 104 | 122 | 128 | 135 | 126 |
| | 1965 | 126 | 129 | 124 | 116 | 136 | 128 | 129 | 131 | 122 | 133 | 117 | 116 | 110 | 121 | 132 | 142 | 134 |
| | 1966 | | | | | | 132 | | | | | | | | | | | |
| | 1965 | +4 | +8 | +2 | +2 | +5 | +7 | +6 | +10 | —1 | +10 | Nil | +3 | +5 | —1 | +3 | +5 | +6 |
| | 1966 | | | | | | +3 | | | | | | | | | | | |

(a) The periods covered by the index numbers consist of either four or five weeks, each quarter being divided into three 'monthly' periods of four, four and five weeks respectively. The period covered by January, 1966, turnover was the four weeks from January 2, 1966, to January 29, 1966; the corresponding period in 1965 was from January 3, 1965, to January 30, 1965.

## Table II. Laundries and dry cleaners

**Index** numbers of turnover per week and percentage changes on a year earlier (a).

1961 =100

| Kinds of business (Turnover in 1961 £ million) | | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| **TOTAL ALL LAUNDRIES AND DRY CLEANERS** (£107 million) | 1963 | 110 | 106 | 114 | 113 | 107 | 100 | 103 | 114 | 112 | 118 | 112 | 116 | 107 | 115 | 114 | 110 | 99 |
| | 1964 | 115 | 110 | 120 | 116 | 112 | 109 | 111 | 109 | 119 | 119 | 120 | 119 | 111 | 117 | 119 | 114 | 106 |
| | 1965 | 121 | 114 | 124 | 124 | 120 | 111 | 114 | 117 | 120 | 129 | 124 | 127 | 121 | 124 | 128 | 122 | 113 |
| | 1966 | | | | | | 112 | | | | | | | | | | | |
| | 1965 | +5 | +4 | +4 | +7 | +7 | +2 | +2 | +8 | +1 | +8 | +3 | +7 | +9 | +6 | +8 | +7 | +7 |
| | 1966 | | | | | | +2 | | | | | | | | | | | |
| **Laundries** . . . . . (£67 million) | 1963 | 109 | 108 | 111 | 110 | 107 | 104 | 107 | 112 | 107 | 113 | 112 | 114 | 105 | 112 | 112 | 110 | 100 |
| | 1964 | 114 | 112 | 117 | 114 | 112 | 114 | 112 | 109 | 116 | 115 | 120 | 117 | 110 | 114 | 116 | 115 | 107 |
| | 1965 | 119 | 116 | 121 | 121 | 119 | 115 | 116 | 118 | 115 | 126 | 121 | 124 | 118 | 120 | 125 | 122 | 113 |
| | 1966 | | | | | | 116 | | | | | | | | | | | |
| | 1965 | +5 | +4 | +3 | +6 | +7 | +1 | +3 | +8 | Nil | +10 | +1 | +6 | +8 | +5 | +8 | +6 | +6 |
| | 1966 | | | | | | +1 | | | | | | | | | | | |
| **Dry cleaners**, etc. . . . (£40 million) . . . | 1963 | 112 | 104 | 119 | 117 | 107 | 92 | 98 | 117 | 119 | 126 | 114 | 119 | 111 | 120 | 117 | 110 | 96 |
| | 1964 | 116 | 107 | 125 | 120 | 113 | 100 | 110 | 109 | 126 | 127 | 122 | 122 | 114 | 123 | 124 | 114 | 104 |
| | 1965 | 123 | 111 | 130 | 130 | 122 | 103 | 111 | 117 | 128 | 135 | 127 | 132 | 126 | 132 | 134 | 123 | 112 |
| | 1966 | | | | | | 106 | | | | | | | | | | | |
| | 1965 | +6 | +4 | +4 | +9 | +8 | +3 | +1 | +7 | +2 | +6 | +5 | +8 | +11 | +7 | +8 | +8 | +8 |
| | 1966 | | | | | | +3 | | | | | | | | | | | |

**NOTE:** The kinds of business covered by these statistics are those included in Minimum List Heading 885 and most of those in 886 of the Standard Industrial Classification.
**See note** (a) to Table 1

# *British commercial representatives overseas*

ALL COMMERCIAL INQUIRIES should be addressed initially to the nearest Regional Office of the Board of Trade (see list on page viii) or to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757) (Telex 25977). A great deal of overseas commercial information is on record and can be supplied immediately.

VISITORS TRAVELLING OVERSEAS on export business are recommended to call on British commercial officers in the countries they visit *and should telephone the Embassy or Consulate on arrival and fix an appointment so that they are seen as soon as possible by the officer concerned.* The Commercial officers can be of considerable assistance to British business visitors, and prior notice of a visit given to Export Services Branch will enable them to prepare in advance information required by a visitor and often to arrange appointments for him. The following list gives the names and addresses of full-time representatives in charge of commercial work.

'HINTS TO BUSINESS MEN' booklets are available for most of the countries listed below. British businessmen who intend visiting any of the countries on export business may obtain copies free of charge from the nearest Regional Office or from Export Services Branch (Tel. City 5757, Ext. 7146) (Telex 25977).

This list is prepared by Export Services Branch of the Board of Trade and published *quarterly* in the *Board of Trade Journal.* Inquiries relating to the list should be made to Export Services Branch at the address given opposite. (Tel. City 5757, Ext. 463).

**AFGHANISTAN** – Mr. G. F. Rance, Third Secretary (Commercial), British Embassy, Karte Parwan, KABUL. (Tel. 20512, 24856, 24956.)

**ALGERIA** – Mr. R. C. Robinson, The Swiss Embassy, British Interests Section, 7 Chemin des Glycines, Edifice Cassiopée, Bâtiment B, ALGIERS. (Tel. 60.56.01-04).

**ANGOLA** (Portuguese West Africa) – Mr. C. C. B. Stewart, C.M.G., Consul-General, British Consulate-General, Rua Diego Cao No. 4 Caixa Postal No. 1244, LUANDA. (Tel. 2487.)

**ARGENTINA** – Mr. K. E. MacKenzie, H.M. Minister (Commercial), British Embassy, Sarmiento 443, 6°, BUENOS AIRES. (Tel. 49-6681-7) (Telex 201-1666 a/b Prodroba).

**AUSTRIA – Mr. E. Sniders, M.B.E., Coun**sellor (Commercial), British Embassy, 40 Reisnerstrasse, 1030 VIENNA (Tel. 73.15.-75/6/7.) (Telex 2053-13410 a/b BRITEMB).

INNSBRUCK (C.) – Erlerstrasse 17, 6020 Innsbruck. (Tel. 28320.)

**AUSTRALIA** – Mr. F. B. Arnold, C.M.G., O.B.E., H.M. Minister (Commercial), British High Commission, Commonwealth Avenue, Canberra, A.C.T., Australia. ('UKREP, Canberra.') (Tel. U.2211.) (Telex 29-AA620-43 a/b AA62043.)

CANBERRA – Mr. H. W. Woodruff, C.M.G. Counsellor (Commercial), British High Commission, Commonwealth Avenue, Canberra, A.C.T., ('UKREP, Canberra.') (Tel. U.2211.)

SYDNEY – Mr. M. J. Marshall, Counsellor, British High Commission, Sydney Office, London Assurance House, 20 Bridge Street, Sydney. ('UKREP, Sydney.') (Tel. 27-7521.)

MELBOURNE – Mr. S. C. Stout, Counsellor, British High Commission, Melbourne Office, The Colonial Mutual Life Building, 330 Collins Street, Melbourne, C.1. ('UKREP, Melbourne.') (Tel. 67-7254, 67-8601 (9 lines.))

BRISBANE – Mr. A. Vine, First Secretary, British High Commission, Brisbane Office, M.L.C. Building, Corner Adelaide and Edward Streets, Brisbane. ('UKREP, Brisbane.') (Tel. 2-2307.)

PERTH – Mr. B. A. F. Pennock, First Secretary, British High Commission, Perth Office, ANZ House, (7th Floor), 84 St. George's Terrace, Perth, Western Australia. ('UKREP, Perth.') (Tel. 21-5128/9.)

ADELAIDE – Mr. L. A. C. Newns, First Secretary, British High Commission, Adelaide Office, F.C.A. Building, 15 Franklin Street, Adelaide. ('UKREP, Adelaide.') (Tel. 51-4011, 51-4012.)

**AZORES** (C) – 7, Largo Cinco de Outubro, PONTA DELGADA. (Tel. 617.)

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NOTES

C.G.=Consulate-General

C.=Consulate

V.C.=Vice-Consulate

†=Telex installation is in Information Section and messages may not be delivered immediately.

Telegraphic addresses unless otherwise stated:

**Embassies** – 'Prodrome' followed by the appropriate town name.

**Consular offices** – 'Britain' followed by the appropriate town name.

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**BELGIUM** – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, Britannia House, 28 Rue Joseph II, BRUSSELS 4. (Tel. 19.11.65.) (Telex 2026-222703 a/b Bruxls).

**ANTWERP (C.G.) – 105 Frankrijklei. (Tel. 32.69.40: 32.88.29.)**

[There are also Honorary Consuls at Ghent and Liège who will be glad to see British business visitors. Commercial correspondence should, however, be addressed in the first instance to Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, E.C.4, or to the British Embassy, Brussels, 4.]

GHENT (Hon. C) –)Monsieur F. Meyvaert, Dok 58, Ghent. (Tel. (09) 25.54.27 or 25.29.96).

LIÈGE (Hon. C) – Monsieur J. M. Delfosse, 45, Rue Beeckman, Liège. (Tel. (04) 23.58.31/2.)

**BOLIVIA** – Mr. J. K. E. Broadley, First Secretary (Commercial), British Embassy, Avenida Arce 2732-2754. Casilla 694, LA PAZ. (Tel. 29400 to 29404.) (Telex 201-LPZ5228 a/b Prodrome La Paz.)

**BRAZIL** – Mr. J. McA. Clark, M.C., Counsellor (Commercial), British Embassy, Caixa Postal 669-ZC-00 (for mail); Praia do Flamengo 284-2° Andar (for visitors), RIO DE JANEIRO. (Tel. 25-7252.) (Telex 201-337 a/b Prodrome Rio.)

SAO PAULO (C.G.) – Mr. W. J. M. Paterson, C.M.G., Consul-General, British Consulate-General, Caixa Postal 846 (for mail); Rue Conselheiro Chrispiniano, 72-4 (4° Andar) (for visitors), SAO PAULO. (Tel. 35-4131.)

**BRITISH GUIANA** – Mr. A. S. Payne, British Trade Commissioner 44 Main Street, P.O. Box 625, GEORGETOWN ('UKINFORM, Georgetown, British Guiana'). (Tel. 2881.)

**BULGARIA** – Mr. G. W. Burnett, Second Secretary (Commercial) and Vice-Consul, British Embassy, Boulevard Marshal Tolbukhin 65-67, SOFIA. (Tel. 85361 and 85362.)

**BURMA** – Mr. L. E. Bagshawe, First Secretary (Commercial), British Embassy, 80 Strand Road, P.O. Box 638, RANGOON. (Tel. 15700.)

**BURUNDI** – British Embassy, BUJUMBURA.

[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

**CAMBODIA** – British Embassy, PHNOM PENH.

[All commercial inquiries should be addressed to Export Services Branch, Hillgate House, 35 Old Bailey, London, E.C.4.]

**CAMEROON** – Mr. N. Morton, First Secretary, Head of Chancery and Consul, British Embassy, Rue Joseph Clerc, Boite Postale 547, YAOUNDÉ. (Tel. 31-92.)

BUEA (C.) – 'Castella', P.O. Box 68, BUEA. (Tel. Buea 623.)

**CANADA** – Mr. A. Currall, C.M.G., HM Minister (Commercial), British High Commission, 80 Elgin Street, Ottawa 4, Ontario. † 'UKREP, Ottawa.') (Tel. 237-1530.) (Telex 206-013266 a/b Uniformott.)

OTTAWA – Mr. S. Stewart, M.C., Counsellor (Commercial), British High Commission, 80, Elgin Street, Ottawa, 4, Ontario. ('UKREP, Ottawa.') (Tel. 237-† 1530.) (Telex 206-013266 a/b Uniformott.)

MONTREAL – Mr. A. Heckle, C.M.G., The Principal British Trade Commissioner, British Government Office, 635 Dorchester Boulevard West, Montreal, 2, P.Q. ('Britcom, Montreal.') (Tel. 866-5863.)

TORONTO – Mr. G. H. S. Jackson, C.M.G., The Principal British Trade Commissioner, British Government Office, 8th Floor, 200 University Avenue, Toronto 1, Ont. ('Toroncom, Toronto.') (Tel. 362-1223.)

VANCOUVER – Mr. N. S. Belam, The Principal British Trade Commissioner, British Government Office, 4th Floor, Bank of Nova Scotia Building, 602 W. Hastings Street, Vancouver, 2, B.C. ('Vancom, Vancouver.') (Tel. 683-4421.)

WINNIPEG – Mr. G. J. Husted, The British Trade Commissioner, British Government Office, 4th Floor, Monarch Life Building 333 Broadway Avenue, Winnipeg, 1, Man. ('Wincom, Winnipeg.') (Tel. 942-3151.)

EDMONTON – Mr. W. C. Hodgkins, The British Trade Commissioner, British Government Office, Suite 600, Bank of Montreal Building, Jasper Avenue, Edmonton, Alberta. ('Edcom, Edmonton.') (Tel. 424-0481.)

REGINA – Mr. H. W. Sturdy, The British Trade Commissioner, British Government Office, Room 207, Derrick Building, 2431 Eleventh Avenue, Regina, Sask. ('Regcom, Regina.') (Tel. 527-6459 and 527-6350.)

ATLANTIC PROVINCES – Mr. G. R. Latham, The British Trade Commissioner for the Atlantic Provinces, British Government Office, 5425 Spring Garden Road, Halifax, Nova Scotia. ('Halicom, Halifax.') (Tel. 422-7488.)

QUEBEC CITY – The British Trade Commissioner, British Government Office, 100 D'Youville Square, Quebec City. (Tel. 525-5187.)

**CENTRAL AFRICAN REPUBLIC** – There is no British Commercial Representative in the Central African Republic. Enquiries (which should clearly indicate that they refer to the Central African Republic) should be addressed to:—

The First Secretary, British Embassy, Rue Joseph Clerc, Boite Postale 547, Yaoundé, Federal Republic of Cameroon. (Tel. Yaoundé 31-92).

**CEYLON** – Mr. J. F. Saunders, M.B.E., Counsellor (Commercial), British High Commission, P.O. Box 745, 2nd Floor, Hongkong Bank Building, Princes Street, COLOMBO 1. ('UKREP, Colombo.') (Tel. 7298/9.) (Telex 201-101 a/b 'UKREP, Colombo'.)

**CHAD** – There is no British Commercial Representative in Chad. Enquiries (which should clearly indicate that they refer to Chad) should be addressed to:–

The First Secretary, British Embassy, Rue Joseph Clerc, Boite Postale 547, Yaoundé, Federal Republic of Cameroon. (Tel. Yaoundé 31-92).

**CHILE** – Mr. H. T. Kennedy, First Secretary (Commercial), British Embassy, P.O. Box 72-D (for mail); Bandera 227 (for visitors); SANTIAGO. (Tel. 61151-61155.) (Telex 201-SGO341 a/b Prodrome Santiago.)

**CHINA** Mr. T. Peters, Counsellor (Commercial), Office of the British Chargé d'Affaires, 5 Kuang Hua Lu, Chien Kuo Men Wai, PEKING. ('Prodrome, Peking.') (Tel. 5-3931-4.)

SHANGHAI – Mr. D. G. H. Brookfield, M.B.E., Officer of the Office of the British Chargé d'Affaires taking care of British Nationals' affairs in Shanghai, 33 Chung Shan Lu, E. I., Shanghai. (Prodrome Shanghai.) (Tel. 211489.)

All commercial inquiries should be addressed to **Peking** in the first instance.

**COLOMBIA** – Mr. M. J. Wilmshurst, First Secretary (Commercial) and Consul, British Embassy, Carrera 10, No. 19-65, 7° Piso, BOGOTA. (Airmail address: Apartado Aéreo 4508, Bogota.') (Tel. 411051 and 433203.) (Telex 201-044503 a/b Prodrome, Bogota.)

**CONGO, DEMOCRATIC REPUBLIC OF (FORMERLY BELGIAN CONGO)** – Mr. H. C. White, First Secretary (Commercial) and Consul, British Embassy, 9 Avenue Beernaert, 5th Floor, Building Credit Congolaise, P.O. Box 8049. LEOPOLDVILLE. (Tel. 3484/5/6/7.)

ELIZABETHVILLE (C) – Boulevard Elizabeth 727, P.O. Box 973. (Tel. 2434.) (Telex 201-49 a/b Britain EVL.)

**COSTA RICA** – Mr. H. Halliwell, First Secretary and Consul, British Embassy. Paseo Colon, 3202, Apartado 'U', SAN JOSÉ. (Tel. 5286.) (Telex 201-CR169 a/b Prodrome.)

**CUBA** – Mr. T. Heal, First Secretary (Commercial), British Embassy, Apartado 1069 (for correspondence); Edificio Bolivar, 9° Piso, Capdevila 101-103 (for visitors); HAVANA. (Tel. 61-5681/4.)

**CYPRUS** – Mr. J. L. Beaven, First Secretary (Economic Advisor), British High Commission, P.O. Box 1978, Alexander Pallis Street, NICOSIA. ('UKREP, Nicosia.') (Tel. 73131-5).

**CZECHOSLOVAKIA** – Mr. J. F. Barrow, First Secretary (Commercial), British Embassy, Thunovska Ulice 14, Mala Strana. PRAGUE (Praha) 1. (Tel. 533347/8/9, 53340.)

**DAHOMEY** – There is no British Commercial Representative in Dahomey. Inquiries (which should clearly indicate that they refer to Dahomey) should be addressed to:

First Secretary and Head of Chancery, British Embassy, Boulevard Circulaire, Boite Postale 892, LOMÉ, Republic of Togo. (Tel. 2085.)

**DENMARK** – Mr. G. Booth, Counsellor (Commercial), British Embassy Kastelsvej † 38-40, COPENHAGEN Ø. (Tel. Tria 6360.) (Telex 2051-9460 a/b Prodrome KH.)

[There is also an Honorary Vice-Consul at Thorshavn who will be glad to see British business visitors and deal with routine commercial enquiries relating to the FAROE ISLANDS.]

Mr. A. Mortensen, British Vice-Consul, THORSHAVN, Faroe Islands. (Tel. Bryggjan 1690.)

**DOMINICAN REPUBLIC** – Mr. G. C. Gullan, First Secretary and Consul, British Embassy, Apartado 1352, No. 84 Avenida Independencia, SANTO DOMINGO. (Tel. 3128/9.) (Telex 201-3460075 a/b 3460075 Prodrome.)

**ECUADOR** – Mr. L. A. P. Barker, M.B.E., First Secretary, British Embassy (opposite Hotel Quito), Gonzalez Suarez 111. QUITO. (For correspondence: Casilla 314.) (Tel. 30070/73.)

GUAYAQUIL (C). – Mr. P. E. L. Jackson, Vice-Consul, British Consulate, Edificio Le National (2do Piso), V. M. Rendón 120, GUAYAQUIL. (For correspondence: Casilla K. Guayaquil.) (Tel. 15-392 & 15-243.)

**EGYPT** – see under UNITED ARAB REPUBLIC.

**EL SALVADOR** – Mr. J. Hammond, Secretary and Consul, British Embassy, 13a Avenida Norte (Continuacion) 611, SAN SALVADOR. (Tel. 9667.) (*For correspondence: Embajada Britanica, Apartado* 601, *San Salvador, El Salvador, Central America.*)

**ETHIOPIA** – Mr. F. W. W. Murray, First Secretary (Commercial), British Embassy, Commercial Department, Premjee Building, Churchill Road, P.O. Box 858, ADDIS ABABA. (Tel. 11912 or 13050/7.)

ERITREA (C.) – Mr. J. Bromley, Consul, British Consulate, Shoa Banin Building, Av. Haile Selassie, 1, P.O. Box 254, ASMARA. (Tel. 846-7.)

**FINLAND** – Mr. J. McKenzie M.B.E., Ph D., Counsellor (Commercial), British Embassy, Korkeavuorenkatu 34, HELSINKI 13. (Tel. † 12574 and 32826.) (Telex 2059-121122 a/b BRITFORM HKI.)

**FORMOSA** – Mr. R. Brereton, Deputy Consul, British Consulate, Chung Cheng Road, TAMSUI. (Tel. 2.)

TAIPEI (C.) – 289 Chung An West Road, TAIPEI. (Tel. 42040.)

**FRANCE** – Mr. F. C. Everson, C. M. G., H. M. Minister (Economic), British Embassy, 35 Rue du Faubourg St. Honore, PARIS 8e. (Tel. Anjou 2710-2714; 0620-0624). (Telex 2022-20931 a/b Prodrome Paris).

Commercial enquiries for the Paris Consular districts should be addressed to the Counsellor (Commercial), Commercial Department, British Embassy, Paris. Commercial enquiries for other Consular districts should be addressed as follows:–

BORDEAUX (C) – 15 Cours de Verdun. (Tel. 52-28-35, 52-28-36).

CALAIS (V. C.) – 9-11 Rue Felix Cadras. (Tel. 34.45.48).

LE HAVRE (C) – 9 Quai George V. (Tel. 42.27.47).

LILLE (C. G.) – 60, Boulevard de la Liberté. (Tel. 57.35.49 and 57.01.77.)

LYONS (C. G.) – 24 Rue Childebert, Lyons (2e). (Tel. 37.59.67 (2 lines). (Telex 202-33254 a/b Britain Lyon).

MARSEILLES (C. G.) – 24 Avenue du Prado, Marseilles 6. (Tel. 37-68-55.)

STRASBOURG (C. G.) – 10 Rue du General Castelnau. B.P. 42. (Tel. 36.64.91). (Telex 2022-87995 a/b Bristra, Strbg).

**GABON** – There is no British Commercial Representative in Gabon. Inquiries (which should clearly indicate that they refer to Gabon) should be addressed to:–

The First Secretary, British Embassy, Rue Joseph Clerc, Boite Postale 547, Yaoundé, Federal Republic of Cameroon. (Tel. Yaoundé 31-92).

**GAMBIA** – Mr. R. T. F. Scragg, First Secretary, British High Commission. 78 Wellington Street, P.O. Box 507, BATHURST. ('UKREP, Bathurst.') (Tel. 244/6.)

**GERMANY** – Mr. S. L. Edwards, H.M. Minister (Economic), British Embassy. 77 Friedrich-Ebert Allee, BONN 53. (Tel. † Bonn 22021.) (Telex 203-886887 a/b 886887 BR IMF DM.)

BERLIN (C.G.) – Mr. H. G. F. Harcombe, Vice-Consul, Uhlandstrasse 7-8, Charlottenburg 2, Berlin. (Tel. 935293-6).

DUSSELDORF (C.G.) – Mr. R. H. Link, Consul (Commercial), Cecilienallee 16. (Tel. 434281-5). (Telex 203-8-584855 a/b Comb. D).

FRANKFURT (C.G.) – Mr. J. D. Lewis, Consul (Commercial), Zeppelinallee 47. (Tel. 773251-55).

HAMBURG (C.G.) – Mr. J. Dawson, Consul (Commercial), Harvestehuderweg 8a. (Tel. 451351-5).

HANOVER (C.G.) – Enquiries should be addressed to Hamburg.

MUNICH (C.G.) – Mr. K. J. Green, Consul (Commercial), Akademiestrasse 7-9. (Tel. 348094-5).

STUTTGART (C.G.) – Mr. R. K. Robertson, Consul (Commercial), Konigstrasse 45. (Tel. 293216/7, 293566).

**GHANA** – Mr. S. J. Gross, Principal British Trade Commissioner, British Trade Office, Barclays Bank Building, High Street, ACCRA (Postal address: P.O. Box 296 Accra.) ('UKREP, Accra.') (Tel. 64651.) (The P.O. Box number must be used for all correspondence.) (Telex 201-239 a/b UKREP, Accra.)

**GREECE** – Mr. J. C. Petersen, Counsellor (Commercial), British Embassy, Gennadiou † 4, ATHENS, 140. (Tel. 710621/2/3.) (Telex 201-378 a/b Britform ATHINAI.)

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**HUNGARY** – Mr. F. E. B. Ide, First Secretary (Commercial), British Embassy, 6 Harmincad Utca, BUDAPEST V. (Tel. 182-880.) † (Telex 2048-0270 a/b BRITFORM 0270.)

**ICELAND** – Mr. C. Spearman, First Secretary, British Embassy, Laufasvegur 49, REYKJAVIK. (Tel. 15883-4.)

**INDIA** – Mr. E. A. Midgley, C.M.G., M.B.E., H.M. Minister (Commercial), British High Commission in India, Chanakyapuri, New Delhi 21. ('UKREP, New Delhi.') (Tel. New Delhi 70371.)

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BASRA (C.G.) – River Front, Ashar, P.O. Box 6, Basra. (Tel. 4251-1-3).

**IRISH REPUBLIC** – Mr. G. L. Pearson, M.C., British Trade Commissioner. 30 Merrion Square, DUBLIN, 2. ('UKREP, Dublin.') (Tel. Dublin 65678/9.) (Telex 2027-5296 a/b UKREP DUBLIN).

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MILAN (C. G.) – Mr. W. N. R. Maxwell, Consul (Commercial), British Consulate-General, Via Gabba la. (Tel. 862.486.) (Telex 2023-31528 a/b Britain 31528.)

BARI (C) – Corso Vittoria Emanuele 147. (Tel. 211.504.)

CAGLIARI, Sardinia (Hon. V.C.) – Via San Lucifero 87. (Tel. 57.825.)

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MESSINA (Hon. C) – Palazzo I.N.A., Via 1 Settembre 54. (Tel. 42151.)

NAPLES (C.G.) – Via Chiatamone 57. (Tel. 393854, 393885 and 397287.)

PALERMO (C.) – Palazzo Vassallo, Via Marchese di Villabianca 9 (Tel. 253364-6)

TURIN (C.) – Via Bogino 31. (Tel. 546908.)

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NOTES

C.G.=Consulate-General
C.=Consulate
V.C.=Vice-Consulate
†=Telex installation is in Information Section and messages may not be delivered immediately.

Telegraphic addresses unless otherwise stated:
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**Consular offices** – 'Britain' followed by the appropriate town name.

**IVORY COAST** – Mr. W. H. Lamport, Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN. Postal address: Boite Postale 2581, Abidjan. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

**JAMAICA** – Mr. M. E. Browne, Principal British Trade Commissioner for the Western Caribbean, P.O. Box 393, Barclay's Bank Building, King Street, Kingston, JAMAICA. ('Britcom, Kingston.') (Tel. Kingston 22461/3.) Telex 29-JA10 a/b 'Britcom, Kingston.')

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**LIECHTENSTEIN** – Consul-General, ZURICH (for routine commercial inquiries covering Liechtenstein); the Counsellor (Commercial), British Embassy, BERNE (for other inquiries).

**LUXEMBOURG** – Mr. J. R. Wraight, C.M.G., Counsellor (Commercial), British Embassy, 16 Boulevard F. D. Roosevelt. LUXEMBOURG. (Tel. 233-44, 237-34, 286-66.) (Telex 2058-443 a/b Prodrome Lux.)

**MACAO** – Mr. N. Ions, Consul, British Consulate, 52, Avenida Republica, P.O. Box 44, MACAO. ('Britain, Macao.') (Tel. 3913 or 2978.)

**MADEIRA – (C.)** – 5, Avenida Dr. Manuel d'Arriaga, FUNCHAL. (Tel. 1221.)

**MALAGASY REPUBLIC (MADAGASCAR)** – Mr. M. J. M. Pitchen, Commercial Attaché, British Embassy, Immeuble Allain, Rue Choiseul Parc Ambohijatovo, Boite Postale 167, TANANARIVE. (Tel. 206-50.) ('Prodrome, Tananarive.')

**MALAWI** – Mr. R. W. Howell, Second Secretary (Commercial), British High Commission, P.O. Box 479, Victoria Avenue, Fotheringham Road, BLANTYRE. ('UKREP, Blantyre.') (Tel. 8456.)

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JESSELTON – Mr. H. B. Herring, Second Secretary (Commercial), Office of the British Deputy High Commissioner in Eastern Malaysia, P.O. Box 824, 5th Floor, Wing on Life Assurance Building, Jesselton, Sabah. ('UKREP, Jesselton.') (Tel. 4233, 4378 and 4424.)

KUCHING – Mr. T. Duffy, First Secretary (Commercial), Office of the British High Commissioner in Eastern Malaysia (Kuching), Overseas Chinese Bank Building, Khoo Hun Yeang Street, Kuching. ('UKREP, Kuching.') (Tel. 3373/4.)

**MALTA** – Mr. R. G. Harrison, Second Secretary (Commercial), British High Commission, 7 St. Anne Street, FLORIANA. ('UKREP, Malta.') (Tel. Central 21285.)

**MARTINIQUE (C.)** – Mr. L. Devaux, Consul, British Consulate, P.O. Box 465, 52 Rue Perrinon, Fort-de-France. (Tel. Martinique 3813.)

**MEXICO** – Mr. R. D. C. McAlpine, Counsellor (Commercial), British Embassy (Commercial Department), Lerma 71, Colonia Cuauhtemoc, P.O. Box 96 Bis., MEXICO CITY 5 D.F. ('Prodrome, Mexico City.') (Tel. 11.48.80-85.) (Telex 29-0177894 a/b Prodrome Mex.)

**MOCAMBIQUE** (Portuguese East Africa) – Mr. H. J. Downing, Consul-General, British Consulate-General, 62, Avenida Augusto do Castilho, P.O. Box 55, LOURENCO MARQUES. (Tel. 6011/2.)

BEIRA (C) – Casa Infante de Sagres, P.O. Box 11. (Tel. 2023.)

**MONGOLIA** – Mr. R. A. Hibbert, The British Chargé d'Affaires. P.O. Box No. 703, ULAN BATOR, The People's Republic of Mongolia. (Tel. 70531.)

**MOROCCO:**

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CASABLANCA (C.G.) – Mr. P. M. Johnston, C.B.E., Consul-General, British Consulate-General, 60 Boulevard d'Anfa, Boite Postale 762. (Tel. 614.40 and 614.41.)

TANGIER (C.G.) – Mr. W. S. Ashford, Consul-General, British Consulate-General, B.P. 2033 (Socco), 52 Rue d'Angleterre. (Tel. 15895-7.)

**MUSCAT and OMAN** – Mr. D. Pragnell, Vice-Consul, British Consulate-General, MUSCAT. ('Britain, Muscat.') (Tel. Muscat 271.) See also under PERSIAN GULF STATES.

**NEPAL** – Mr. G. F. Kinnear, First Secretary and Consul, British Embassy, Lain Chaur, P.O. Box No. 106, KATMANDU.

**NETHERLANDS** – Mr. J. A. Turpin, C.M.G., Counsellor (Commercial), British Embassy, Commercial Department, Lange Voorhout † 32, The Hague. (Tel. 182660-4.) (Telex 2021-31600 a/b Prodrome Hague.)

AMSTERDAM (C.G.) – Herengracht 460. (Tel. (020) 234607.)

ROTTERDAM (C.G.) – Parklaan 18. (Tel. 131555 and 138762.)

**NETHERLANDS ANTILLES** – British Consulate, CURAÇAO.

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**NEW ZEALAND** – Mr. J. L. Reading, C.M.G., Counsellor (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. ('UKREP, Wellington.') (Tel. 46-060.) (Telex 2067-3325 a/b NZ3325.)

WELLINGTON – Mr. E. J. Lindley, First Secretary (Commercial), British High Commission, P.O. Box 369, Government Life Insurance Building, Customhouse Quay, Wellington, C.1. (UKREP, Wellington.') (Tel. 46-060.)

AUCKLAND – Mr. J. D. Leithead, First Secretary (Commercial), British High Commission, Auckland Office, P.O. Box 1476, 56-58 Shortland Street, Auckland, C.I. ('Tradcom, Auckland.') (Tel. 43-473, 20-692.)

CHRISTCHURCH – Mr. P. C. Burdett, First Secretary (Commercial), British High Commission, Christchurch Office, P.O. Box 1762, 112 Hereford Street, Christchurch. ('Tradcom, Christchurch.') (Tel. 30-143.)

**NICARAGUA** – Mr. R. S. Ford, First Secretary and Consul, British Embassy, Bank of London and Montreal, Avenida Roosevelt, 208, MANAGUA. (Tel. 5301.2.) (For letters: Apartado 13, Managua, Nicaragua.)

**NIGER** – There is no British Commercial Representative in Niger. Inquiries (which should clearly indicate that they refer to Niger) should be addressed to:

The Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN, Ivory Coast. Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

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**NORWAY** – Mr. P. J. E. Male, M.C., Counsellor (Commercial), British Embassy, Thomas Heftyesgate 8, OSLO, 2. (Tel. 56.38.90.) (Telex 2025-1575 a/b Prodoslo.)

BERGEN (C.) – Slottsgaten 1. (Tel. 10990.)

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KARACHI – Mr. R. Fox, First Secretary (Commercial) Office of the British High Commissioner, First Floor, Finlay House, McLeod Road, Karachi. ('UKREP, Karachi.') (Tel. 222641/4.)

LAHORE – Mr. D. R. Collard, First Secretary (Commercial), Office of the British Deputy High Commissioner, P.O. Box 287, First Floor, Gardee Trust Building, Napier Road, Lahore, West Pakistan. ('UKREP, Lahore.') (Tel. 62266/7.)

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QATAR – Commercial Officer, H.M. Political Agency, P.O. Box 3, Doha. ('Political, Qatar.') (Tel. 22637.)

TRUCIAL STATES (except Abu Dhabi) – Commercial Officer H.M. Political Agency, 1st Floor, Mustafa bin Abdullatif Building, Dubai. ('Political, Dubai.') (Tel. 4225.)

ABU DHABI – Commercial Officer, H.M. Political Agency, P.O. Box 248, Abu Dhabi.

For the above States, regionally, including also MUSCAT and OMAN (q.v.) – Mr. M. R. Melhuish, First Secretary (Economic), H.M. Political Residency, P.O. Box No. 3, Bahrain. ('Prodrome, Bahrain.') (Tel. Jufair Military Automatic Exchange 811, 428.)

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**PHILIPPINES** – Mr. E. C. Kitson, First Secretary (Commercial), British Embassy, P.O. Box 295, 1414 Roxas Boulevard, 8th Floor, MANILA. (Tel. 5-24-61.) (Telex 201-MN 3282 a/b Prodrome MN 3282.)

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**PORTUGAL** – Mr. M. Gale, C.B.E., Counsellor (Commercial), British Embassy, Rua de S. Domingos a Lapa, 35-39, LISBON 3. (Tel. 661191-661195.)

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**SIERRA LEONE** – Mr. W. B. J. Dobbs, Second Secretary (Commercial), Office of the British High Commissioner, Private Mail Bag c/c, G.P.O., Freetown. (For visitors) B.W.A. Building, Oxford Street, FREETOWN. ('UKREP, Freetown.') (Tel. 3961/3966, six lines.)

**SINGAPORE** – Mr. L. F. Hope, First Secretary (Commercial), Head of Commercial Section, British High Commission, P.O. Box 620, 5th Floor, Maritime Building, Collyer Quay, Singapore. ('UKREP, Singapore.) Tel. 95016 and 95017.)

**SOUTH AFRICA, REPUBLIC OF** – Mr. D. A. Bryan, C.M.G., O.B.E., H.M. Minister (Commercial), British Embassy, 6, Hill Street, Pretoria. ('Prodrome, Pretoria.') (Tel. 74-3121.) (Telex 201- PX 1 a/b Prodromepr.)

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PORT ELIZABETH (C.) – Mr. D. S. Cross, Consul, The Standard Bank Building, 7th Floor, 32, 34 and 36 Main Street, P.O. Box 917, Port Elizabeth. ('Britain, Port Elizabeth.') (Tel. 2-9549.)

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SEVILLE (C.G.) – Federico Rubio No. 12. (Tel. 28873-5.)

VALENCIA (C.) – Calle Cronista Carreres 1, 4a. (Tel. 21 12-75.)

VIGO (C.) – Plaza de Compostela No. 23, 6th Floor, P.O. Box 49. (Tel. 211450.)

PALMA DE MALLORCA (C.) – José Tous Ferrer 28, Palma de Mallorca. (Tel. 12085, 1.24.45.)

LAS PALMAS (C.) – Muelle de Sta. Catalina, Puerto de la Luz, Las Palmas, Gran Canaria, Canary Islands. (Tel. Las Palmas 23-1772.)

SANTA CRUZ (C.) – Apartado 109, La Marina 7, Santa Cruz, Teneriffe, Canary Islands. (Tel. 2000.)

**SUDAN** – Mr. R. W. Munro, The Embassy of the U.S.A., British Interests Section, P.O. Box 801, New Aboulela Building, Barlaman Avenue, KHARTOUM. ('Prodrome, Khartoum.') (Tel. 70760, 70766-9.)

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**SWITZERLAND** – Mr. H. B. C. Keeble, C.M.G., Counsellor (Commercial), British Embassy, Thunstrasse 50, 3005 BERNE. (Tel. (031) 44.50.21). (Telex 2052-32687 a/b Prodrome Bern.)

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GENEVA (C.G.) – 41 Quai Wilson 1201 Geneva. (Tel. 31.94.70.)

ZURICH (C.G.) – Dufourstrasse 56, 8008 Zurich. (Tel. (051) 34.40.42.)

**SYRIAN ARAB REPUBLIC** – Mr. I. S. Winchester, First Secretary (Commercial), British Embassy, Kotob Building, 3rd-4th Floor, Walid Ibn Abdul-Malek Street, Malki Street, DAMASCUS. (For correspondence: P.O. Box 37, Damascus, Syrian Arab Republic.) (Tel. 32561-2-3.)

ALEPPO (C.) – P.O. Box 7, Aleppo. (Tel. Aleppo 11218.)

**THAILAND** – Mr. T. J. Everard, First Secretary (Commercial), British Embassy, Ploenchit Road, BANGKOK. (Tel. 57091-3.)

**TOGO** – Mr. E. M. Smith, B.E.M., First Secretary and Head of Chancery, British Embassy, Boulevard Circulaire. Boite Postale 892, LOMÉ. Republic of Togo. (Tel. 2085.)

**TRINIDAD** – Principal British Trade Commissioner in the Eastern Caribbean, Furness House, 90 Independence Square, P.O. Box 225, PORT OF SPAIN, TRINIDAD. ('UKREP, Port of Spain.') (Tel. 52861/6.) (Telex 201-POS 52342 a/b POS 52342.)

NOTES

C.G.=Consulate **General**
C.=Consulate
V.C.=Vice-Consulate
†=Telex installation is in Information Section and messages may not be delivered immediately.

Telegraphic addresses unless otherwise stated:
**Embassies** – 'Prodrome' followed by the appropriate town name.
**Consular offices** – 'Britain' followed by the appropriate town name.

**TUNISIA** – Mr. E. H. Noble, M.B.E., Second Secretary (Commercial), British Embassy, 5 Place de la Victoire, TUNIS. (Tel. 240.259, 240.292.)

**TURKEY** – Mr. J. O. McCormick, C.M.G., M.C., Counsellor (Commercial), British Embassy, Sehit Ersan Caddesi, 46a, Cankaya. ANKARA. (Tel. 12.10.90-12.10.96.)

ISTANBUL (C.G.) – Mr. G. S. McWilliam, Consul (Commercial), British Consulate-General, Tepebasi, Beyoglu. (Tel. 44.75.40 and 44.75.45-9.)

IZMIR (C:G.) – Atatürk Caddesi 336, P.K. 300, Izmir. (Tel. 32501.)

**UGANDA** – Mr. J. R. Leeland, First Secretary (Commercial), British High Commission, P.O. Box 2894, 5, Shimoni Road, KAMPALA, Uganda. ('UKREP, Kampala.') (Tel. 57054.) (Telex 201-4106 a/b 'UKREP, Kampala.')

**UNITED ARAB REPUBLIC** (Egypt) – Mr. R. A. Daniell, C.B.E., The Canadian Embassy, British Interests Section, Kasr-el-Dubara, Garden City, CAIRO. (Tel. 20850.)

ALEXANDRIA (C.G.) – Mr. J. W. Wall, C.M.G., Consul-General, British Consulate-General, Rue Iskander el-Akbar No. 3. (Tel. 21246, 21247, 21248.)

**UNITED STATES**

WASHINGTON – Mr. J. E. Chadwick, C.M.G., H.M. Minister (Commercial); Mr. P. Ridley, Counsellor (Commercial); Mr. F. H. Jackson, First Secretary (Commercial); British Embassy, 3100 Massachusetts Avenue, N.W. Washington, D.C. 20008. (Tel. HO 2-1340.)

[Commercial inquiries should be addressed to the Commercial Department, British Consulate-General, New York.]

NEW YORK (C.G.) – Mr. R. Arculus, Director of Trade Development and Deputy Consul-General (Commercial), British Consulate-General, 845 Third Avenue, New York, N.Y. 10022. (Tel. PL 2-8400.) Area Code 212. (Telex 2064-420543 a/b Prodrome or 2065-62515 a/b Prodrome.)

(Export Credits Guarantee Department representative in N. America, Mr. R. F. L. Martin, at same address.)

ATLANTA (C.G.) – Mr. T. C. Sharman, O.B.E., Consul-General, British Consulate-General, 814-815 Atlanta Merchandise Mart, 240 Peachtree Street, N.W. Atlanta, Georgia 30303. (Tel. 524-2691.) Area Code 404.

BOSTON (C.G.) – Mr. J. A. D. Stewart-Robinson, Consul, British Consulate-General, Room 2303, John Hancock Building, 200 Berkeley Street, Boston, Massachusetts 02116. (Tel. 542-2810.) Area Code 617.

CHICAGO (C.G.) – Mr. P. W. R. C. Haley, M.B.E., Deputy Consul-General (Commercial), British Consulate-General, 200 South Michigan Avenue, Chicago, Illinois 60604. (Tel. 939-5166.) Area Code 312.

CLEVELAND (C.G.) – Mr. J. E. T. Thorne, Vice-Consul (Commercial), British Consulate-General, 1828 Illuminating Building, Cleveland, Ohio 44113. (Tel. 621-7674.) Area Code 216.

DALLAS – Mr. O. B. Mackie, Vice-Consul (Commercial), British Trade Office, 813 Stemmonds Tower West (2730 Stemmonds Freeway), Dallas, Texas. ('Britrade, Dallas'). (Tel. ME7-33600.)

DENVER (C.) – Miss J. F. Veasey, M.B.E., Vice-Consul, British Consulate, 607 Colorado Building, 1615 California Street, Denver, Colorado 80202. (Tel. AC 2-2729.) Area Code 303.

DETROIT (C.G.) – Mr. E. W. Busby, Consul (Commercial), British Consulate-General, 1008, Detroit Bank and Trust Building, 211 Fort Street West, Detroit, Michigan 48226. (Tel. 962-4776.) Area Code 313.

HONOLULU (C.) – Mr. R. T. Landale, T.D., Consul, British Consulate, 1202 First National Bank Building, 165 South King Street, Honolulu, Hawaii 96813. (Tel. 561-048.)

HOUSTON (C.G.) – Mr. H. Lewty, Consul, British Consulate-General, 1005 World Trade Centre, 1520 Texas Avenue, Houston, Texas 77002. (Tel. FA 3-2301/2/3/4.) Area Code 713.

KANSAS CITY (C.) – Mr. N. M. Hallett, Consul, British Consulate, Suite 1900, Commerce Tower, 911 Main Street, Kansas City, Missouri 64105. (Tel. GR 1-1644/5.) Area Code 816.

LOS ANGELES (C.G.) – Mr. B. H. Wilcox, Consul (Commercial), British Consulate-General, 3324 Wilshire Boulevard, Los Angeles, California. 90005.(Tel. DU 5-7381.) Area Code 213.

MIAMI (C.) – Mr. W. H. Adams, O.B.E., Consul, British Consulate, 932 Ingraham Building, 25-S.E. Second Avenue, Miami, Florida, 33131. (Tel. 371-7544/5/6.) Area Code 305.

MINNEAPOLIS (C.) – Mr. E. H. Harrison, M.B.E., Vice-Consul (Commercial), British Consulate, Room 1900, First National Bank Building, Minneapolis, Minnesota, 55402. (Tel. 335-0921.) Area Code 612.

NEW ORLEANS (C.G.) – Mr. J. E. Litchfield, Vice-Consul, British Consulate-General, Suite 1501, 225 Baronne Street, New Orleans, Louisiana 70112. (Tel. 522-3144/5/6.) Area Code 504.

PHILADELPHIA (C.G.) – Mr. P. Manning-Smith, Vice-Consul (Commercial), British Consulate-General, 12 South 12th Street, Philadelphia, Pennsylvania, 19107. (Tel. WA 5-2430.) Area Code 215.

PORTLAND (C.) – Mr. N. R. Prickett, M.B.E., Vice-Consul, British Consulate, World Trade Building, Portland, Oregon 97204. (Tel. CA 7-5669.) Area Code 503.

SAN JUAN (C.) – Mr. H. Fletcher, Consul, British Consulate, 149 Paseo de Covadonga, P.O. Box 1307, San Juan 2, Puerto Rico, 00902. (Tel. 722-5055.)

ST. LOUIS (C.) – Mr. V. W. Lammert, M.B.E., Commercial Officer, British Consulate, Shell Building, 1221 Locust Street, St. Louis, Missouri 63103. (Tel. MA 1-4688/9.) Area Code 314.

SAN FRANCISCO (C.G.) – Mr. J. W. Hutson, Consul (Commercial), British-Consulate General, 343 Sansome Street, San Francisco, California 94104. (Tel. YU 1-3030.) Area Code 415.

SEATTLE (C.G.) – Mr. F. Culver, H.M. Vice-Consul (Commercial), British Consulate-General, 1216 Norton Building, 2nd Avenue and Colombia Street, Seattle, Washington 98104. (Tel. MA 4-2990.) Area Code 205.

[There is also a Vice-Consul at Baltimore and an Honorary Consul at Norfolk, who will be glad to see British business visitors. Commercial correspondence should, however, be addressed in the first instance to Export

Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 or to the British Embassy, Washington, D.C.]

BALTIMORE (V.C.) – Mr. H. M. Stewart, Vice-Consul, Terminal Warehouse Building, 211 E. Pleasant Street, Baltimore, Maryland, 21202. (Tel. SA 7-1082.) Area Code 301.

NORFOLK (Hon. C.) – Mr. A. L. Nicholson, Hon. Consul, 932 Wainwright Building, 229 West Bute Street, Norfolk, Virginia, 23510. (Tel. MA 7-1934.) Area Code 703.

**UPPER VOLTA** – There is no British Commercial Representative in Upper Volta. Inquiries (which should clearly indicate that they refer to Upper Volta) should be addressed to:

The Second Secretary (Commercial), British Embassy, Fifth Floor, Immeuble Shell, Avenue Lamblin, ABIDJAN, Ivory Coast.

Postal address: Boite Postale 2581, Abidjan, Ivory Coast. (Tel. 266-15 and 266-16.) (Telex 201-706 a/b Prodrome Abidjan.)

**URUGUAY** – Mr. C. W. Wallace, First Secretary (Commercial), British Embassy, Edificio Banco de Londres y America del Sud, Cerrito 420, Piso 7°, MONTEVIDEO. (Tel. 9-2501.) (Telex 201-398139 a/b Prodrome Mvd.)

**U.S.S.R.** – Mr. A. K. Rothnie, Counsellor (Commercial), British Embassy. All correspondence should be addressed to him at Naberezhnaya Morisa Toreza 14, Moscow 12. Mr. Rothnie receives all visitors at his offices Kutuzovsky Prospekt 7/4, MOSCOW G-2.48, (Tel. 41-10-33 and 41-10-34.) (Telex 29-985 a/b Prodrome Moscow.)

**VENEZUELA** – Mr. K. D. Jamieson, Counsellor (Commercial), British Embassy, Apartado 1246 (for correspondence), 12th Floor, Avenida La Estancia No. 10, Ciudad Comercial Tamanaco, Urbanizacion Chuao (for visitors); CARACAS. (Tel. 338355-9.) (Telex 201-292 a/b 292 Procaracas.)

**VIETNAM** – Mr. I. J. Benson, Second Secretary (Commercial), British Embassy, 25 Dai lo Thong Nhut, SAIGON. (Tel. 23341-42.)

**YUGOSLAVIA** – Mr. C. N. Jupp, Counsellor (Economic/Commercial), British Embassy, Generala Zdanova 46, BELGRADE. (Tel. 23536.)

SPLIT (C.) – Ulica Titova Obala 5. (Tel. 2731.)

ZAGREB (C.G.) – Ulica Ilica 12. (Tel. 37627.) (For correspondence: Britanski Generalri Konzulat, Zagreb, C.2.)

**ZAMBIA** – Miss M. Scammell, First Secretary (Commercial), British High Commission, Waddington Road. P.O. Box RW50, LUSAKA. ('UKREP Lusaka.') (Tel. 72097.) (Telex 201-4115 a/b Secretariat LS.)

# *British Trade Correspondents*

TRADE CORRESPONDENTS generally give part-time service to the Board of Trade. Often they are Colonial Civil Servants who have been selected to act in this capacity in addition to their normal duties; in certain Commonwealth territories local businessmen undertake these functions. The extent to which British Trade Correspondents can assist British businessmen is, therefore, limited and it is advisable to address inquiries to the Board of Trade initially rather than write direct to Trade Correspondents, who may not always be in a position to provide an answer.

**AFRICA, SOUTH WEST:** Mr. M. A. Isaacson, P.O. Box 29, Windhoek, South West Africa. (Tel. 7983.)

**BASUTOLAND:** The Government Secretary, Maseru.

**BERMUDA:** Mr. Robt. C. Law, c/o Visitors' Advice Bureau, Hamilton. (Tel. 1-2038.)

**BRITISH HONDURAS:** The Principal Secretary, Ministry of Natural Resources and Trade, Paslow Building, P.O. Box 464, Belize City.

**BRUNEI:** The Controller of Customs, Brunei.

**FALKLAND ISLANDS:** The Colonial Secretary, Stanley.

**FIJI:** Commerce and Industries Officer, The Secretariat, Victoria Parade, G.P.O. 2018, Suva.

**GIBRALTAR:** Mr. J. D. Bates, C.M.G., C.V.O., The Permanent Secretary, Government Secretariat, Gibraltar. (Tel. A.500.)

**GILBERT AND ELLICE ISLANDS COLONY:** The Accountant-General, Tarawa, Gilbert Islands.

**MAURITIUS:** Mr. H. J. Sabben, The Comptroller of Customs, H.M. Customs, Port Louis, Mauritius.

**NEWFOUNDLAND:** Mr. A. G. Ayres, Newfoundland Board of Trade, P.O. Box 5127, St. John's, Newfoundland.

**NEW HEBRIDES:** The Resident Commissioner, Vila, New Hebrides.

**SAMOA:** Mr. P. W. H. Kelly, c/o Western Samoa Trust Estate Corporation, P.O. Box 181, Apia, Western Samoa.

**SEYCHELLES:** Registrar of Co-operative Societies, Victoria, Mahé, Seychelles.

**ST. HELENA:** The Collector of Customs, St. Helena.

**SOLOMON ISLANDS, BRITISH PROTECTORATE:** Collector of Customs, Box 119, Honiara, Guadalcanal, Western Pacific.

**TASMANIA:** Mr. W. T. Loney, 148, Elizabeth Street, Hobart. (Tel. Hobart 3-3768.)

**TONGA:** British Commissioner and Consul, H.B.M.'s Agency and Consulate, Nukualofa.

**TURKEY** (South-East only): Mr. A. N. Gulalp (British Commercial Correspondent), Tuzcuoglu, Ziya Pasa Bulvari 135, ADANA. (Tel. Adana 1072.)

# *Guide to countries in which towns are situated*

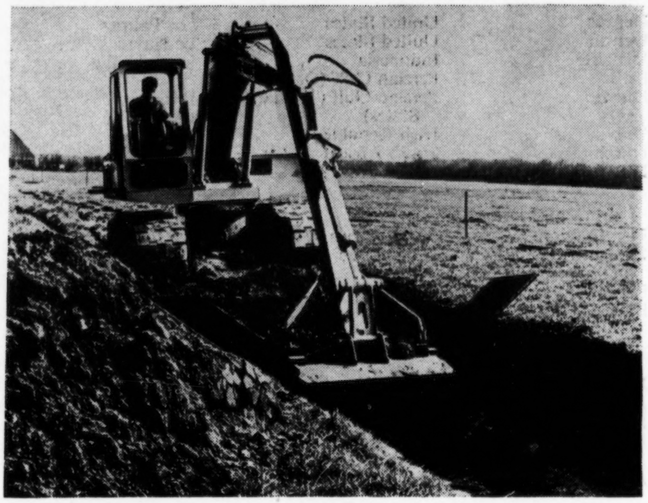
| *Place* | *Country* |
|---|---|
| Abu Dhabi | Persian Gulf (Trucial States) |
| Adana | Turkey |
| Adelaide | Australia |
| Accra | Ghana |
| Abidjan | Ivory Coast |
| Addis Ababa | Ethiopia |
| Alberta | Canada |
| Alexandria | United Arab Republic (Egypt) |
| Aleppo | Syrian Arab Republic |
| Algiers | Algeria |
| Amman | Jordan |
| Amsterdam | Netherlands |
| Ankara | Turkey |
| Antwerp | Belgium |
| Apia | Samoa (Western) |
| Asmara | Ethiopia (Eritrea) |
| Asuncion | Paraguay |
| Athens | Greece |
| Atlanta | United States |
| Auckland | New Zealand |
| Baghdad | Irafl |
| Bahrain | Persian Gulf |
| Baltimore | United States |
| Bangkok | Thailand |
| Barcelona | Spain |
| Bari | Italy |

| *Place* | *Country* |
|---|---|
| Basle | Switzerland |
| Basra | Iraq |
| Bathurst | Gambia |
| Beira | Mocambique (Portuguese East Africa) |
| Beirut | Lebanon |
| Belgrade | Yugoslavia |
| Belize | British Honduras |
| Benghazi | Libya |
| Bergen | Norway |
| Berlin | Germany |
| Berne | Switzerland |
| Bilbao | Spain |
| Blantyre | Malawi |
| Bogota | Colombia |
| Bombay | India |
| Bonn | Germany |
| Bordeaux | France |
| Boston | United States |
| Brisbane | Australia |
| Brunei | Brunei |
| Brussels | Belgium |
| Bucharest | Rumania |
| Budapest | Hungary |

| *Place* | *Country* |
|---|---|
| Buea | Cameroon |
| Buenos Aires | Argentina |
| Bujumbura | Burundi |
| Cairo | United Arab Republic (Egypt) |
| Cagliari | Italy (Sardinia) |
| Calais | France |
| Calcutta | India |
| Canberra | Australia |
| Capetown | South Africa |
| Caracas | Venezeula |
| Casablanca | Morocco |
| Chicago | United States |
| Chittagong | Pakistan |
| Christchurch | New Zealand |
| Cleveland | United States |
| Colombo | Ceylon |
| Colon | Panama |
| Copenhagen | Denmark |
| Curacao | Netherlands Antilles |
| Dacca | Pakistan |
| Dakar | Senegal |
| Damascus | Syrian Arab Republic |
| Delhi | India |

| *Place* | *Country* |
|---|---|
| Denver | United States |
| Detroit | United States |
| Djakarta | Indonesia |
| Doba | Persian Gulf (Qatar) |
| Dubai | Persian Gulf (Trucial States) |
| Dublin | Irish Republic |
| Durban | South Africa |
| Dusseldorf | Germany |
| East London | South Africa |
| Elisabethville | Democratic Republic of Congo |
| Edmonton | Canada |
| Enugu | Nigeria |
| Florence | Italy |
| Floriana | Malta |
| Fort-de-France | Martinique |
| Frankfurt | Germany |
| Freetown | Sierra Leone |
| Funchal | Madeira |
| Geneva | Switzerland |
| Genoa | Italy |
| Georgetown | British Guiana |
| Ghent | Belgium |
| Gibraltar | Gibraltar |
| Gothenburg | Sweden |
| Guatemala City | Guatemala |
| Guayaquil | Ecuador |
| Haifa | Israel |
| Hague, The | Netherlands |
| Halifax | Canada (Atlantic Provinces) |
| Hamburg | Germany |
| Hamilton | Bermuda |
| Hanover | Germany |
| Havana | Cuba |
| Helsinki | Finland |
| Hobart | Tasmania (Australia) |
| Hong Kong | Hong Kong |
| Honlara | Solomon Islands, British Protectorate |
| Honolulu | United States |
| Houston | United States |
| Ibadan | Nigeria |
| Innsbruck | Austria |
| Istanbul | Turkey |
| Izmir | Turkey |
| Jedda | Saudi Arabia |
| Jesselton | Malaysia |
| Johannesburg | South Africa |
| Kabul | Afghanistan |
| Kaduna | Nigeria |
| Kampala | Uganda |
| Kansas City | United States |
| Karachi | Pakistan |
| Katmandu | Nepal |
| Khartoum | Sudan |
| Khorramshahr | Iran |
| Kingston | Jamaica |
| Kuala Lumpur | Malaysia |
| Kuching | Malaysia |
| Kuwait | Kuwait |
| Lagos | Nigeria |
| Lahore | Pakistan |
| La Par | Bolivia |
| Las Palmas | Spain (Canary Islands) |
| Le Havre | France |
| Leopoldville | Democratic Republic of Congo |
| Liège | Belgium |
| Lille | France |
| Lima | Peru |
| Lisbon | Portugal |
| Lome | Togo |
| Los Angeles | United States |
| Lourenco Marques | Mocambique (Portuguese East Africa) |
| Luanda | Angola (Portuguese West Africa) |
| Lusaka | Zambia |
| Luxembourg | Luxembourg |
| Lyons | France |
| Macao | Macao |
| Madras | India |
| Madrid | Spain |
| Mahe | Seychelles |
| Malmo | Sweden |
| Managua | Nicaragua |
| Manama | Persian Gulf (Bahrain) |
| Manila | Philippines |
| Marseilles | France |
| Martinique | Martinique |
| Maseru | Basutoland |
| Medan | Indonesia |
| Melbourne | Australia |
| Messina | Italy (Sicily) |
| Mexico City | Mexico |
| Miami | United States |
| Milan | Italy |
| Monrovia | Liberia |
| Montevideo | Uruguay |
| Montreal | Canada |
| Moscow | Soviet Union |
| Munich | Germany |
| Muscat | Persian Gulf (Muscat & Oman) |
| Naples | Italy |
| Nairobi | Kenya |
| New Delhi | India |
| New Orleans | United States |
| New York | United States |
| Nicosia | Cyprus |
| Norfolk | United States |
| Nukualofa | Tonga (Pacific Islands) |
| Oporto | Portugal |
| Osaka | Japan |
| Oslo | Norway |
| Ottawa | Canada |
| Palermo | Italy (Sicily) |
| Palama de Mallorca | Spain (Balearic Islands) |
| Panama City | Panama |
| Paris | France |
| Peking | China |
| Perth | Australia |
| Philadelphia | United States |
| Phnom Penh | Cambodia |
| Piraeus | Greece |
| Ponta Delgada | Azores |
| Port-au-Prince | Haiti |
| Port Elizabeth | South Africa |
| Port Louis | Mauritius |
| Port of Spain | Trinidad |
| Portland | United States |
| Prague | Czechoslovakia |
| Pretoria | South Africa |
| Qatar | Persian Gulf |
| Quebec City | Canada |
| Quito | Ecuador |
| Rabat | Morocco |
| Rangoon | Burma |
| Regina | Canada |
| Reykjavik | Iceland |
| Rio de Janeiro | Brazil |
| Rome | Italy |
| Rotterdam | Netherlands |
| Saigon | Vietnam |
| St. Helena | St. Helena |
| St. John's | Newfoundland (Canada) |
| St. Louis | United States |
| Salonika | Greece |
| San Francisco | United States |
| San Jose | Costa Rica |
| San Juan | (Puerto Rico) U.S.A. |
| San Salvador | El Salvador |
| San Sebastian | Spain |
| Santa Cruz (Teneriffe) | Spain (Canary Islands) |
| Santiago | Chile |
| Santo Domingo | Dominican Republic |
| Sao Paulo | Brazil |
| Seattle | United States |
| Seoul | Korea |
| Seville | Spain |
| Shanghai | China |
| Singapore | Singapore |
| Sofia | Bulgaria |
| Split | Yugoslavia |
| Stanley | Falkland Islands |
| Stockholm | Sweden |
| Strasbourg | France |
| Stuttgart | Germany |
| Suva | Fiji Islands |
| Sydney | Australia |
| Taipei | Formosa |
| Tamsui | Formosa |
| Tananarive | Malagasy Republic |
| Tangier | Morocco |
| Tarawa | Gilbert and Ellice Islands |
| Tegucigalpa | Honduras |
| Tehran | Iran |
| Tel Aviv | Israel |
| Teneriffe | Canary Islands (Spain) |
| The Hague | Netherlands |
| Thorshavn | Faroe Islands (Denmark) |
| Tokyo | Japan |
| Toronto | Canada |
| Trieste | Italy |
| Tripoli | Libya |
| Tunis | Tunisia |
| Turin | Italy |
| Ulan Bator | Mongolia |
| Valencia | Spain |
| Vancouver | Canada |
| Venice | Italy |
| Vienna | Austria |
| Vientiane | Laos |
| Vigo | Spain |
| Vila | New Hebrides |
| Warsaw | Poland |
| Washington | United States |
| Wellington | New Zealand |
| Windhoek | South West Africa |
| Winnipeg | Canada |
| Yaounde | Federal Republic of Cameroon |
| Zagreb | Yugoslavia |
| Zurich | Switzerland |

*Commissioning an ARCH* 2000 *process computing system which Elliott-Automation is exporting to Eastern Germany. It is believed to be the first on-line computer control system ordered by the East Germans, and it is for use on a number of projects at the Schwedt oil refinery.*



*This HY-MAC* 580 *excavator – one of many now sold in Holland by Geveke & Co. of Amsterdam – is digging ditches for an* 11-*mile country road project in the neighbourhood of Balk, Friesland, Holland. The HY-MAC is manufactured by the Hydraulic Machinery Company (Great Britain Ltd.) of Matlock.*

# Board of Trade Regional Controllers

***For information and guidance on export matters or on any other aspect of the work of the Board of Trade – including, for example, advice about location, which is available to industrial concerns seeking to expand or to develop new projects – you are invited to get in touch in the first instance with the nearest Regional Office. If you would prefer it, the Controller or a senior member of his staff will gladly arrange to meet you at your own address. The names of the Controllers and the addresses, Subscriber Trunk Dialling Codes and Telex Numbers of the Regional Offices of the Department, and of the Ministry of Commerce, Northern Ireland, are given below.***

**Northern Region**
Cumberland, Durham, Northumberland, Westmorland and the North Riding of Yorkshire.
R. Wood, Wellbar House, Gallowgate, Newcastle-upon-Tyne, 1.
(Tel. Newcastle 27575. Code: ONE 2. 27575, TELEX. 53178, Answer Back – BOT NTYNE).
Sub-Office for Cumberland and Westmorland;
J. Gardiner, West Riding House, 4 Oxford Street, Workington, Cumberland. (Tel. Workington 3788).

**Yorkshire and Humberside Region**
The East and West Ridings of Yorkshire, the City of York; Lincolnshire. (Parts of Lindsey only.)
E. Atherton, City House, New Station Street, Leeds, 1. (Tel. Leeds 38232).
(Code: OLE 2. 38232. TELEX. 55472, Answer Back – BOT LEEDS).

**North Western Region**
Cheshire, the High Peak District of Derbyshire (viz., the boroughs of Buxton and Glossop; the urban districts of New Mills and Whaley Bridge; the rural district of Chapel-en-le-Frith), Lancashire.
R. J. Forbes, CBE, Sunley Building, Piccadilly Plaza, Manchester, 1. (Tel. Manchester Central 2171. Code: 061. CEN 2171. TELEX. 66104, Answer Back–BOT MCHR).

**Midland Region**
Derbyshire, except the High Peak District (see under North Western Region), Herefordshire, Leicestershire, Parts of Lincolnshire (Holland and Kesteven and the County Borough of Lincoln), Northamptonshire, Nottinghamshire, Rutland, Shropshire, Staffordshire, Warwickshire and Worcestershire.
P. J. L. Homan, Somerset House, 37 Temple Street, Birmingham, 2. (Tel. Birmingham Midland 8221. Code: 021. MID 8221. TELEX. 33702, Answer Back – BOT BHAM).

**Eastern Region**
Bedfordshire, Berkshire, Buckinghamshire, Cambridgeshire and the Isle of Ely, Essex, Hertfordshire, Huntingdon and Peterborough, Norfolk, Oxfordshire and Suffolk.
D. A. Wilson, CBE, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 6271. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

**London and South Eastern Region**
Greater London Council administrative area; Dorset (Poole MB only), Hampshire (including the Isle of Wight), Kent, Surrey and Sussex.
J. W. Stoodley, Cromwell House, Dean Stanley Street, London, S.W.1. (Tel. Tate 4355. TELEX. 25991, Answer Back – BOTCROMWELL LDN).

**South Western Region**
Cornwall (including the Isles of Scilly), Devon, Dorset (excluding Poole MB), Gloucestershire, Somerset and Wiltshire.
M. Weber, Prudential Buildings, Wine Street, Bristol 1.
(Tel. Bristol 294821. Code:OBR 2. 294821. TELEX. 44214, Answer Back – BOT BRISTOL).

**Wales**
The whole of Wales and Monmouthshire.
R. W. Daniel, CBE, Government Buildings, Gabalfa, Cardiff. (Tel. Cardiff 62151. Code: OCA 2. 62151. TELEX. 49267, Answer Back – BOT CARDIFF).

**Scotland**
The whole of Scotland.
C. J. A. Whitehouse, OBE, 314 St. Vincent Street, Glasgow, C.3 (Tel. Glasgow City 2855. Code: 041. CIT 2855. TELEX. 77583, Answer Back – BOT GLASGOW).
District Office: R. Forsyth, 29a High Street, Inverness.
(Tel. Inverness 30867. Code: OI N 3. 30867).

**Northern Ireland**
H. E. Jones, CBE, Ministry of Commerce (Northern Ireland), Chichester House, Chichester Street, Belfast. (Tel. Belfast 28271. Code: OBE 2. 28271. TELEX. 74578, Answer Back – GOVNI BELFAST).

### Hairdressers

In January the turnover of hairdressers was 3 per cent higher than a year earlier, an increase similar to those on average in recent months, and 1965 as a whole. The increase in turnover in January 1966 compared with January 1965 for men's hairdressers, and men's and women's hairdressers' shops at 3 per cent and 2 per cent, respectively, were both fairly similar to the average increase for 1965 as a whole.

### Table III. Hairdressers

Index numbers of turnover per week and percentage changes on a year earlier (a).

1961 = 100

| Kind of business (Turnover in 1961 £ million) | | Year | 1st qtr. | 2nd qtr. | 3rd qtr. | 4th qtr. | Jan. | Feb. | Mar. | Apr. | May | June | July | Aug. | Sept. | Oct. | Nov. | Dec. |
|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|---|
| TOTAL ALL HAIRDRESSERS (£97 million) | 1963 | 106 | 99 | 109 | 107 | 109 | 93 | 98 | 106 | 109 | 110 | 109 | 113 | 105 | 105 | 108 | 106 | 113 |
| | 1964 | 109 | 104 | 111 | 110 | 112 | 101 | 104 | 107 | 110 | 111 | 110 | 113 | 109 | 109 | 108 | 110 | 117 |
| | 1965 | 112 | 106 | 114 | 114 | 115 | 103 | 105 | 108 | 114 | 113 | 114 | 116 | 115 | 112 | 112 | 111 | 122 |
| | 1966 | | | | | | 105 | | | | | | | | | | | |
| | 1965 | +3 | +1 | +3 | +3 | +3 | +1 | +1 | +1 | +4 | +1 | +3 | +2 | +5 | +3 | +4 | +1 | +4 |
| | 1966 | | | | | | +3 | | | | | | | | | | | |
| Men's hairdressers, and men's hairdresser-tobacconists (£24 million) | 1963 | 107 | 100 | 106 | 110 | 112 | 99 | 99 | 100 | 102 | 107 | 108 | 115 | 106 | 109 | 108 | 107 | 119 |
| | 1964 | 111 | 105 | 109 | 115 | 116 | 109 | 104 | 102 | 107 | 110 | 111 | 119 | 114 | 111 | 112 | 111 | 123 |
| | 1965 | 115 | 109 | 112 | 119 | 121 | 111 | 108 | 107 | 108 | 111 | 117 | 121 | 118 | 117 | 118 | 113 | 131 |
| | 1966 | | | | | | 114 | | | | | | | | | | | |
| | 1965 | +4 | +4 | +3 | +3 | +5 | +2 | +4 | +5 | Nil | +1 | +6 | +1 | +4 | +5 | +5 | +2 | +7 |
| | 1966 | | | | | | +3 | | | | | | | | | | | |
| Women's hairdressers, and men's and women's hairdressers (£73 million) | 1963 | 106 | 99 | 110 | 107 | 108 | 90 | 97 | 108 | 111 | 111 | 109 | 112 | 105 | 104 | 107 | 106 | 111 |
| | 1964 | 109 | 104 | 111 | 109 | 110 | 99 | 105 | 109 | 112 | 111 | 110 | 111 | 108 | 108 | 106 | 109 | 114 |
| | 1965 | 111 | 105 | 114 | 112 | 113 | 100 | 105 | 108 | 117 | 114 | 113 | 114 | 114 | 110 | 110 | 110 | 118 |
| | 1966 | | | | | | 102 | | | | | | | | | | | |
| | 1965 | +2 | Nil | +3 | +3 | +3 | +1 | Nil | —1 | +5 | +2 | +2 | +3 | +5 | +2 | +4 | Nil | +3 |
| | 1966 | | | | | | +2 | | | | | | | | | | | |

NOTE: The kinds of business covered by these statistics are those included in Minimum List Heading 889 of the Standard Industrial Classification.
See note (a) to Table 1.

## *Sales by wholesale textile houses in January*

SALES BY WHOLESALE textile houses in January were 4 per cent higher than a year ago, compared with increases of 3 per cent in both December and November.

The value of stocks held at the end of January was 4 per cent lower than a year earlier.

### Notes:

These statistics are prepared by The Textile Distributors' Association. Inquiries should be addressed to the Secretary, The Textile Distributors' Association, 75 Cannon Street, London, E.C.4. (Tel. City 4444).

### Total sales and stocks

Index numbers (average 1950 = 100) and percentage changes compared with a year earlier.

| | Value of Sales (Total Home Trade) | | Value of Stocks (at end period) (b) | |
|---|---|---|---|---|
| | | % | | % |
| 1964 Year | 112 | + 4 | .. | .. |
| 1965 Year | 113 | + 1 | .. | .. |
| 1965 1st quarter | 99 | — 1 | 150 | +4 |
| 2nd quarter | 103 | + 2 | 137 | +2 |
| 3rd quarter | 113 | + 2 | 149 | —2 |
| 4th quarter | 138 | Nil | 118 | —5 |
| 1965 January | 69 | —10 | 129 | +4 |
| February | 90 | — 6 | 148 | +6 |
| March | 137 | + 9 | 150 | +4 |
| April | 111 | + 2 | 143 | +3 |
| May | 104 | + 6 | 144 | +3 |
| June | 93 | — 4 | 137 | +2 |
| July | 79 | Nil | 143 | +1 |
| August | 102 | + 4 | 154 | —1 |
| September | 158 | + 1 | 149 | —2 |
| October | 148 | — 5 | 135 | Nil |
| November | 141 | + 3 | 131 | —2 |
| December | 125 | + 3 | 118 | —5 |
| 1966 January | 71 | + 4 | 124 | —4 |

Percentage of corresponding values for 1965.

### Analysis by Department

| | Sales | Stocks (b) |
|---|---|---|
| | Jan. 1966 | Jan. 1966 |
| Women's knitted outerwear, blouses and skirts | 150·3 | 110·9 |
| Women's coats, costumes, furs and raincoats | 104·7 | 97·0 |
| Women's underwear | 86·9 | 86·4 |
| Women's hose and children's socks | 98·2 | 73·9 |
| Women's millinery | 107·6 | 105·9 |
| Haberdashery, ribbons and wool | 108·6 | 93·8 |
| Children's wear | 98·2 | 97·4 |
| Men's and boys' shirts, pyjamas and outfitting | 97·4 | 101·6 |
| Gloves | 96·8 | 71·2 |
| Piece-goods and nets | 123·6 | 107·9 |
| Household textiles | 100·0 | 100·4 |
| Floor-covering, furniture and hardware | 90·3 | 99·8 |
| Grand total (a) | 103·6 | 96·2 |

Notes: (a) Including some items not included among the sub-headings. (b) Values at cost.

## Two NE factories to expand

THE INDUSTRIAL Estates Management Corporation for England have announced that two more firms occupying Board of Trade factories on the Government's Industrial Estates in the North-east are to expand.

At Pallion Estate, Sunderland, an extension of 40,000 sq. ft. is to be constructed for Thorn-AEI Radio Valves and Tubes Ltd., who at present occupy two factories with a total area of 270,000 sq. ft. for the manufacture of 'Mazda' and 'Brimar' television picture tubes. The additional space will be used principally for warehousing to replace the original warehouse facilities which have been utilized for production purposes, and where 180 additional men are now employed.

Work on the extension is due to begin at the end of March and should be ready for occupation by the end of this year.

At Skelton Estate, Cleveland, an extension of 6,500 sq. ft. is to be built for Angus Jowett and Co. Ltd., which manufactures overalls. In 1949 the firm occupied a 9,000 sq. ft. factory on the estate, and have expanded twice since then – in 1954 by 7,500 sq. ft. and in 1964 by 4,300 sq. ft.

The construction of the present extension will create jobs for an additional five men and 40 women when completed. Building is scheduled to start in April, and to be completed by November.

## Exhibitions and Fairs

# 'British Week' increases Britain's exports of consumer goods to Denmark

DANISH IMPORTS of consumer goods from the United Kingdom rose by over £4 million from nearly £6 million to over £10 million, an increase of 71 per cent, between 1963 and 1965. This was announced by the Export Council for Europe following research into the latest official trade figures published by the Danish Statistical Office.

The most marked increases came between 1963 and 1964 when imports of British consumer goods over a wide range rose by £2.8 million, an increase of 48 per cent. This is largely attributed to purchasing for the British Week in Denmark held in Copenhagen and three regional centres in September, 1964. However, the increases continued through 1965 by a further rise of £1.2 million.

Commenting on these figures, Mr. Alex Abel Smith, deputy chairman of the Export Council for Europe and leader of the ECE's Danish 'team' said 'the fact that the exceptional figures in 1964 were maintained and increased even further in 1965 is to my mind the most convincing evidence that British Weeks pay off. Remember too, this was the era of the import surcharge which has not added to our popularity in Scandinavia, particularly in Denmark. We cannot always collect evidence to justify our confidence in British Weeks because figures are not available which can truly reflect the result of our efforts in a single city. Denmark was the exception because we held the promotion in the capital and three other major cities simultaneously. The British Week in Denmark has certainly brought home the bacon!'

Man-made fibres, carpets, women's clothing, domestic electrical appliances, footwear and furniture showed the most notable increases (see figures below), carpets, for instance increasing from £495,000 in 1963 to £1,223,000 in 1965, a rise of 147 per cent.

It is also fair to claim that British Weeks exercised an important indirect influence on the sales of British capital goods and raw materials which increased over the same period by 34 per cent from £29 million to £39 million.

**DANISH IMPORTS FROM THE UNITED KINGDOM, 1963-1965**

| | £1,000<br>Jan.-Dec. 1963 | <br>Jan.-Dec. 1965 | Percentage change 1963-65 |
|---|---|---|---|
| **Consumer goods** | | | |
| *Commodity*: | | | |
| Man-made fibres . . . | 1,600 | 2,513 | + 58 |
| Carpets . . . . | 495 | 1,223 | +147 |
| Women's clothing . . . | 355 | 753 | +112 |
| Domestic electrical appliances . | 230 | 643 | +179 |
| Footwear . . . . | 124 | 323 | +160 |
| Furniture . . . . | 109 | 209 | + 92 |
| **Capital goods** | | | |
| *Commodity*: | | | |
| Iron and steel . . . | 5,899 | 8,203 | + 39 |
| Earthmoving and roadmaking equipment . . | 1,003 | 1,882 | + 88 |
| Components . . . . | 1,547 | 2,169 | + 40 |
| Radio, television and other electronic equipment . . . | 1,085 | 1,673 | + 54 |
| Electric cables and other insulated fittings . . . . | 375 | 1,054 | +181 |
| Machine tools . . . . | 477 | 799 | + 67 |

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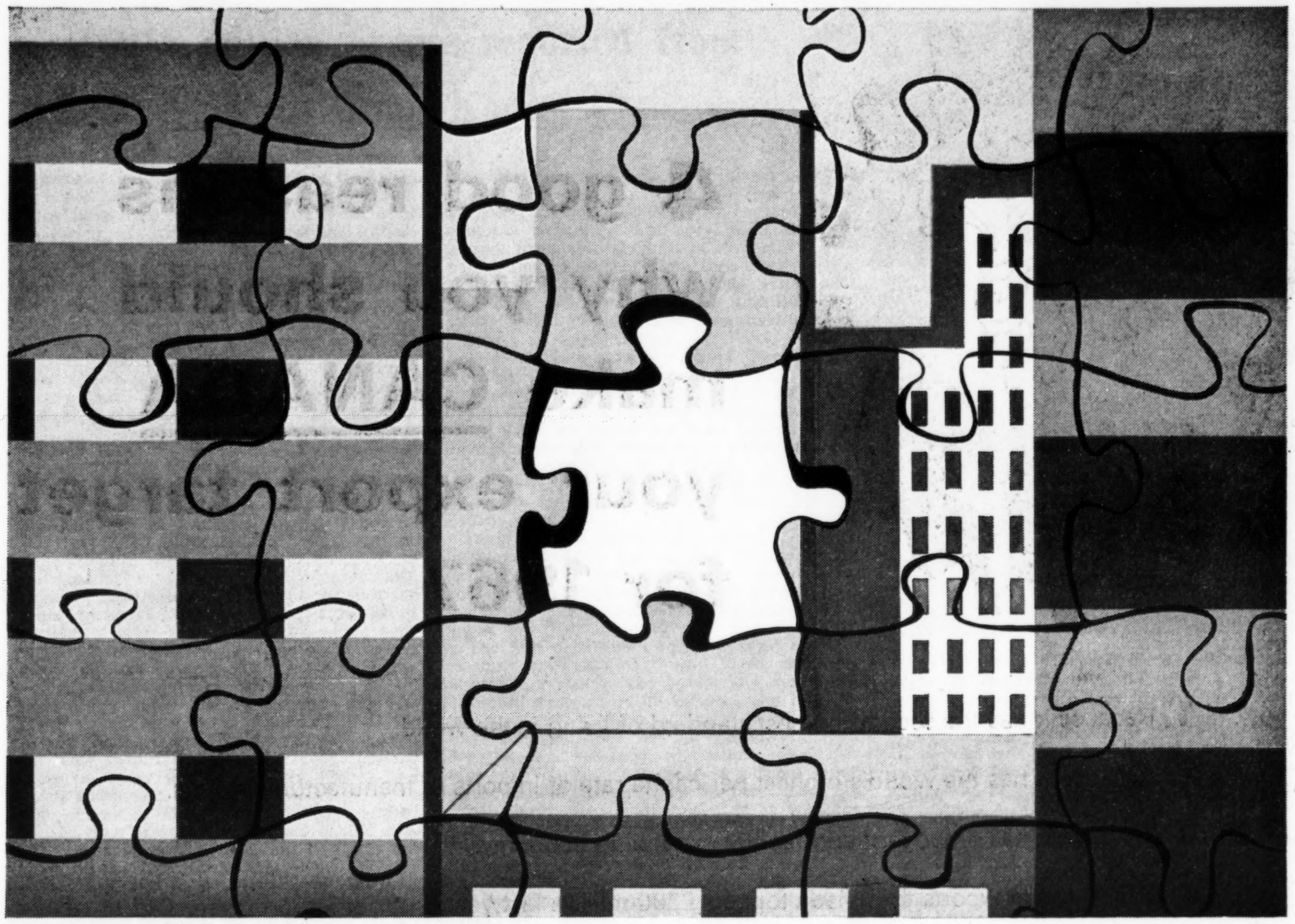

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# First £1½ million orders reported from British Week in Hong Kong

MR. MICHAEL MONTAGUE, chairman of the Committee for Exports to Asia, reported on March 9 when he arrived back from Hong Kong after the opening of British Week there that orders had been received for British goods in the region of £1½ million sterling, half of which covered goods in the engineering display in the New Ocean Terminal which was a supporting event of the Week.

British Week in Hong Kong ended on March 12. A full report of the opening was carried in last week's *Journal*.

The enthusiasm with which the British Week has been greeted has exceeded all expectations, and has led several Asian countries to ask when they are going to have the opportunity of holding a British Week themselves.

Three trade missions visited Hong Kong during the Week, from Japan, the Philippines and Thailand. The Japanese mission placed an order for £7,000 of costume jewellery on the first day and showed great interest in our electrical goods, whose high quality particularly impressed them. They also considered that the kitchen utensils displayed by the Council of Industrial Design – the design of which they considered excellent – would find a market in Japan. The Philippines who were officially bringing a 10-man team, arrived with 19.

The engineering display offered excellent opportunities for visiting businessmen to see the new lines which British industry has to offer. One manufacturer had already received a surprise order for components, boilers and factory equipment.

The whole of Hong Kong has co-operated in displaying British goods. A reasonable estimate would be that 99 per cent of the shops and stores featured our goods.

Mr. Montague said: 'Her Royal Highness The Princess Margaret and Lord Snowdon have done an exemplary job in Hong Kong. On all the official days Princess Margaret was on her feet for 13 hours with very little respite in between engagements. Her enthusiasm knew no bounds and this communicated itself to the Chinese community, with whom because of the language difficulty, it is not always easy for visitors to establish sympathetic contact. It is partly thanks to her that the Week so far has gone off so well.' Mr. Montague also paid tribute to the part played by the Board of Trade both financially and promotionally.

Every morning during the Week BNEC's Asia Committee gave a working breakfast for selected local and visiting businessmen to discuss progress of the Week and how to follow it up. As a result of these meetings, a Hong Kong Advisory Group has been formed of top flight Chinese and European businessmen who will have counterparts in Britain, and whose task it will be to consolidate and develop the trading opportunities brought about by the British Week.

Early reports from Hong Kong after Mr. Montague had left showed that sales of British goods were up and still rising. As at every British Week, traditional Scottish tartans were favourites – three schools are considering adopting it for their uniform!

The Sun department store reported its sales of shoes, clothing and toys up 20 per cent. The same figure was quoted by leading men's and women's wear stores in Victoria, the business centre of Hong Kong Island. At Causeway Bay, Daimuru, one of the Colony's biggest department stores reported business up 50 per cent with clothes – especially woollens – shoes, cosmetics and chinaware on the best seller lists.

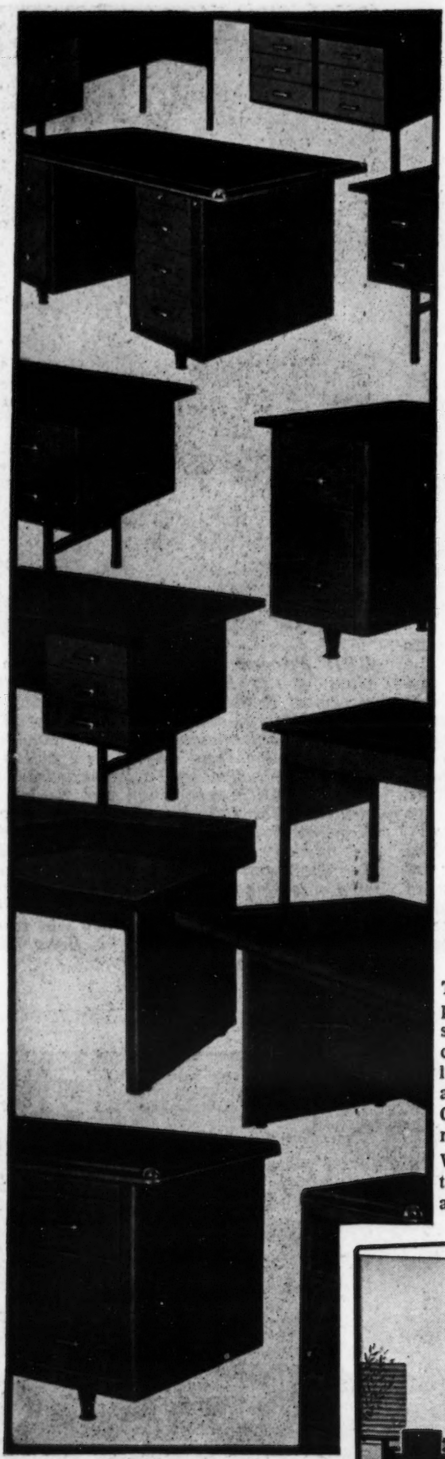
All shops are unanimous that it was the goods in the shop window which sold fastest – (even the tractors on display at the City Hall Engineering Exhibition were sold straight off the stand!) – which endorses the judgment of the organizers – the BNEC and the Board of Trade. The staff of the British Week office in Hong Kong had distributed free display material to nearly a thousand shops.

SHELL
HONDA

*HRH Princess Margaret being shown displays at the British Engineering Exhibition section of British Week in Hong Kong by Mr. R. E. Aldred, managing director of Taylor Woodrow International Ltd. The Engineering Exhibition was held on the new Ocean Terminal, constructed by Taylor Woodrow International Ltd. in association with Paul Y Construction Co. Ltd. for the Hong Kong and Kowloon Wharf and Godown Co. Ltd. To be officially inaugurated on March 22 the Terminal consists of a pier structure a quarter of a mile long on which a five-storey Terminal building (in which the Engineering Exhibition was held) has been erected, and will result in spectacular improvements in Hong Kong's shipping and amenity facilities.*

Whiteways
British Week
SONY

*Two aspects of British Week in Hong Kong. Left: at the Kowloon sales branch of Whiteways Stores, sales assistant Patsy Leung showing British made articles to a customer. Right: Some of the Kowloon Motor Bus Company's current huge fleet of double-deck Daimler CVG 6 models in Nathan Road, Kowloon. During the Week, Transport Vehicles (Daimler) Ltd., Coventry, received an order for 20 double-deck buses from the Kowloon Motor Bus Company.*



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# *'Good results' reported to British Ambassador at Frankfurt and Offenbach Spring Fairs*

**A report from the Commercial Department, British Consulate-General, Bonn.**

*Sir Frank Roberts, British Ambassador at Bonn (second from left), visiting a stand in the pavilion of the Joint Venture Stationery Group at the Frankfurt Spring Fair.*

THE FRANKFURT Spring Fair which took place from February 28 to March 3 once again attracted very strong and varied participation from British firms, who were exhibiting a range of products which included: carpets, pianos, musical instruments, stationery and office appliances, giftware, furnishing textiles, period-style furniture and household textiles. In collaboration with the British Trade Associations for the carpet, piano and stationery industries, the Board of Trade sponsored three Joint Venture presentations which attracted many visitors and trade buyers from Germany and from all over the world.

The Offenbach Leather Goods Fair, which starts a day earlier and then runs concurrently with the Frankfurt Fair, also attracted a strong contingent of British manufacturers. Seventeen firms collaborated with the Board of Trade and formed a Joint Venture, and several other firms exhibited privately. All types of fashionable leather and plastic handbags were exhibited together with travel bags, suitcases, purses, wallets and a large selection of leather fancy goods.

Sir Frank Roberts, British Ambassador to the Federal Republic of Germany, came to Frankfurt on March 1 and 2. In addition to other engagements, he visited the Frankfurt Spring Fair on March 1 and the Offenbach Leather Goods Fair on March 2.

At the Frankfurt Spring Fair Sir Frank toured the group venture stands and met the representatives of the giftware, carpet, piano and stationery industries, who told him that they were achieving good results at the Fair, stressing the international aspects of the Fair, which had resulted in much 'third country' business, especially from Scandinavia and Austria. Sir Frank also visited the stands of some of the British exhibitors who were participating in the Fair independently, and was guest of honour at a luncheon given by the Federation of British Carpet Manufacturers.

British leather goods manufacturers at the Offenbach Fair, which showed a 10 per cent increase of buyers and visitors this year, made up the largest foreign contingent at the Fair and again were able to report good business despite a quiet beginning in which the recent rumours of rises in leather goods prices had been reflected.

Among the exhibits shown were the up-to-date 'op-art' teenage fashions as well as the established quality articles. Almost all the exhibitors were very optimistic of achieving good results once again as a result of their participation at Offenbach.

The display of carpets at the Frankfurt Spring Fair on the attractive group stands, where nine British carpet manufacturers were showing the newest as well as the traditional designs, drew considerable foreign interest. Participation in the Frankfurt Fairs continues to bring excellent results in carpet exports, which are continuing to rise in spite of fierce foreign competition.

The British Pianoforte Manufacturers' Association again took a separate pavilion, in conjunction with the Board of Trade, close to the main gates of the Fair and near to the central musical instrument halls.

The quality of the instruments shown and their value for money was once again reflected in good sales, particularly in Germany itself, continuing the trend which has resulted in the British pianoforte industry exporting over 50 per cent of its output – a startling rise since pre-war days when exports in this field were virtually negligible.

Twenty-one exhibitors of stationery and office requisites, almost double the number at the 1965 Fair, made up a group Joint Venture stand under the auspices of the Board of Trade and the Stationers Association of Great Britain and Ireland in an attractive separate pavilion set alongside the main stationery hall in the Fair. A very wide variety of goods were shown, from a new type of pen with a plastic nib and high-quality greetings and postcards to office chart systems. Good orders were achieved in many of the fields covered, the pen manufacturers doing especially well.

This was only the second year that the stationers have exhibited on a Joint Venture stand in Frankfurt, and the results have been very encouraging both with regard to business outside Germany, especially EFTA countries, and also within Germany itself, although this latter nut has proved very hard to crack.

Britain was again well represented on the musical instruments side, many of the firms doing even better business than they had done a year previously.

An encouraging number of inquiries was received at the British Trade Information Stand, situated in the main administrative building of the Fair, which was even busier than at the previous Spring Fairs. Questions about Fairs and Exhibitions in the United Kingdom, tourism, customs, as well as more normal commercial queries, were received and dealt with by the members of the staff of the British Consulate-General who manned the stand.

At the end of the Frankfurt Spring Fair, the Fair Authorities announced that more than 2,600 exhibitors had taken part, either under their own auspices or those of their representatives in Germany, and that of this figure almost 700 were from outside Germany. Almost all exhibitors had expressed enthusiasm about the Fair and had done excellent business.

The Frankfurt Spring Fair and the more specialized Offenbach Leather Goods Fair, already established as among Europe's leading Fairs, are still increasing in scope and importance. They provide a major opportunity for British manufacturers to exhibit British quality goods, not only to the sophisticated market in Western Germany, but also to buyers from further afield.

## *Hospital design exhibition opens at the Design Centre*

'OPERATION DESIGN' a representative exhibition of the best in British hospital and medical equipment, was opened at The Design Centre on March 8 by Lord McCorquodale, past chairman of King Edward's Hospital Fund. The exhibition will remain open until April 11.

The exhibition, organized by the Council of Industrial Design in consultation with the Ministry of Health and King Edward's Hospital Fund, sets out to show the importance of good design in this increasingly complex field. The quality of product design in the British medical supplies industries is an important factor in improving export sales and competing successfully with overseas manufactures on the home market. In addition to the sum of about £100 million which will be spent on new hospitals in Britain during the next 10 years, there is a wide demand for all types of medical supplies abroad.

## *Excellent space bookings reported for Britain's Food Fair*

THE ORGANIZERS of Britain's Food Fair, to be held at Olympia, London, from September 2-17, report that manufacturers have already booked some 50 per cent more space than they had at the comparable period in the build-up of the previous fair. The interest of overseas exhibitors remains strong and 25 countries have now made bookings or reached an advanced stage of negotiation for suitable sites. This satisfactory position is attributed in part to the decision to include in the 1966 fair a British Food Export and International Trade Centre as a major attraction for overseas buyers.

Britain's Food Fair, first launched in 1950, is promoted by the Food Manufacturers' Federation and sponsored by the *Daily Express.*

# Overseas Trade and Exports

## TRADE AND FINANCIAL ARRANGEMENTS

### *United Kingdom and Czechoslovakia*

ARRANGEMENTS FOR Anglo-Czechoslovak trade during the 12 months ended March 30, 1967 were concluded and signed in London on March 11. These arrangements again follow the pattern set in 1964 when quota restrictions were removed on imports of a wide range of industrial and some agricultural goods from Czechoslovakia. No change has been made in the list of goods which may be imported under world open general licence. Increases have been agreed in respect of some of the quota limits for Czech goods which remain subject to specific import licensing.

For United Kingdom exports to Czechoslovakia, specific quotas and a general quota for all consumer goods not otherwise specified, to a total of £1,880,000 have been agreed. All other United Kingdom goods for export to Czechoslovakia will be given general facilities by the Czech authorities and the extent of purchases of these goods will depend largely on Czechoslovakian sterling resources.

**Notes:**

The quota for the export of United Kingdom consumer goods to Czechoslovakia is £155,000 higher than that in last year's agreement.

Czech goods remaining on import quota include virtually all textiles and clothing, matches, bicycles and parts, motor cycles, china and earthenware and many foodstuffs.

The items which have been freed from quota restrictions and put on Open Individual licence this year are mutton and lamb, and chemically pure sugars. These are not significant in Czech exports to this country.

The new quota lists will be published in the *Board of Trade Journal*. A Notice to Importers setting out the details of the new arrangements will be published in due course.

*T. F. Firth & Sons Ltd., Yorkshire carpet manufacturers, whose export sales are said to represent 20 per cent of their total turnover, and to be twice the average in this industry, called a European sales conference of their agents and representatives from 10 countries at the Park Hotel, Frankfurt. Represented at the conference, which coincided with Firth's participation in the Frankfurt Spring Fair, were: Norway, Sweden, Denmark, Holland, Austria, Switzerland, Italy, Australia, the Middle East and Germany – where Firths have a manufacturing agent, OKA-Firth. Mr. Michael Aykroyd, the firm's managing director, is on the extreme left.*

Figures for Anglo-Czecholovak trade in recent years are:

£ million

| | 1960 | 1961 | 1962 | 1963 | 1964 | 1965 |
|---|---|---|---|---|---|---|
| United Kingdom Imports | 11.2 | 13.6 | 13.2 | 16.3 | 16.9 | 17.4 |
| United Kingdom Exports | 7.8 | 10.1 | 12.9 | 11.5 | 12.6 | 12.8 |
| United Kingdom Re-exports | 1.1 | 1.1 | 1.2 | 0.5 | 0.5 | 1.6 |

The general prohibition and restrictions relating to imports from all sources (listed in Part 2 of the United Kingdom Customs and Excise Tariff) will continue to apply.

### *United Kingdom and Tunisia*

THE TRADE AGREEMENT between the United Kingdom and Tunisia, signed in London on January 17, 1961, has been renewed by an exchange of letters between the British Embassy in Tunis and the Tunisian Ministry for the Plan and National Economy for a further period of one year from November 1, 1965.

The quota lists attached to the agreement remain as agreed for 1964/65 except for a new quota of £10,000 for British exports of air conditioners, self-contained (Brussels Nomenclature 84-12).

The current list of quotas for British exports to Tunisia is, therefore, as follows:

**Imports into Tunisia of goods originating in and coming from the United Kingdom of Great Britain and Northern Ireland, and from its dependent overseas territories.**

| | | Value |
|---|---|---|
| | | £ |
| 1 | Fish, salted smoked or frozen | 1,000 |
| 2 | Coffee | C.G. |
| 3 | Tea | C.G. |
| 4 | Sugar for the food industry | S.B. |
| 5 | Beer and cider | 3,000 |
| 6 | Whisky | 17,000 |
| 7 | Gin and rum | 2,000 |
| 8 | Food products with a basis of milk | 2,000 |
| 9 | Confectionery, sauces and condiments | 3,500 |
| 10 | Chemical and pharmaceutical products (non-liberalized) | 5,000 +P.A. |
| 11 | Toilet preparations and cosmetics | 1,500 |
| 12 | Waxes and polishes, candles | 2,500 |
| 13 | Plywood, wood fibre panels | 3,000 |
| 14 | Fabrics of artificial or synthetic fibres, continuous or discontinuous, including curtain fabrics | 50,000 |
| 15 | Woollen fabrics (other than for blankets) | C.G. |
| 16 | Cotton fabrics | C.G. |
| 17 | Jute sacks, new or used | C.G. |
| 18 | Tarpaulins, tents, sails and sunblinds | S.B. |
| 19 | Second-hand clothing | C.G. |
| 20 | Footwear | C.G. |
| 21 | Haberdashery, knitwear (excluding socks), pullovers and rainwear | 8,000 |
| 22 | Nylon stockings | 1,000 |
| 23 | Asbestos articles | 8,000 |
| 24 | Technical glass products | 5,000 |
| 25 | Ceramic sanitary ware | 3,000 |
| 26 | Gold and silversmiths wares | 3,000 |
| 27 | Lighting equipment including hurricane lamps | 5,000 |
| 28 | Cooking and heating equipment for use with solid fuel or gas | 2,000 |
| 29 | Domestic articles of porcelain | 2,000 |
| 30 | Domestic articles of iron or steel, excluding galvanized goods | 12,000 |
| 31 | Razors and razor blades, including safety razors in cases | 5,000 |
| 32 | Refrigerating equipment, including domestic refrigerators, parts and accessories | 30,000 +P.A. |
| 33 | Domestic electric apparatus, electric razors and accessories | 10,000 |
| 34 | Radio and television receiving apparatus, electric gramophones, record players, parts and accessories | 30,000 |
| 35 | Tape recorders, dictating machines, parts and accessories | 7,500 |
| 36 | Tractors | 300,000 |
| 37 | Passenger cars and motor vehicles for public transport | 85,000 |
| 38 | Motor cycles, motorized bicycles, scooters and spare parts | 20,000 |
| 39 | Civil aviation equipment | P.M. |
| 40 | Marine equipment | P.M. |
| 41 | Photographic, cinematograph and projection apparatus | 5,000 |
| 42 | Clocks, watches, alarm clocks and other products of the clockmaking industry | 10,000 |
| 43 | Musical instruments | 1,000 |
| 44 | Cigarette lighters and accessories | 3,000 |
| 45 | Toys | 1,000 |
| 46 | Sports goods | 3,000 |
| 47 | Vacuum flasks | 3,000 |
| 48 | Air conditioners, self-contained | 10,000 |
| 49 | Fairs and exhibitions | 25,000 |
| 50 | Miscellaneous | 550,000 |

NOTES:

C.G. – Contingent global = global quota.
S.B. – Selon besoin = according to need.
P.A. – Possibilite d'augmentation = possible increase.
P.M. – Pour memoire = to be borne in mind.

(*Continued on page* 623)

***Advertisement of Company Meeting***

# NATIONAL AND GRINDLAYS BANK LIMITED

## *Significant Advance in Profitability and Level of Business*

## LORD ALDINGTON REVIEWS 1965

The Annual General Meeting of National and Grindlays Bank Limited will be held on April 19 in London.

The following are extracts from the circulated statement by the Chairman, The Rt. Hon. Lord Aldington, PC, KCMG, CBE, DSO, for the year ended December 31, 1965:

The Bank made a significant advance in profitability and in level of business in 1965.

Total assets at December 31, 1965, were £463,618,964 compared with £392,978,515 a year earlier.

Consolidated profits at £1,444,109 compare with £771,810 for 1964. This figure has been reached in accordance with our usual practice and after deducting from the total business profit, taxation, depreciation and reserves for premises, pension fund contributions, provision for bad debts, share of profits due to minority interests and an appropriate transfer to inner reserves. This last transfer bears the same relation to the net business profit as did the corresponding transfer last year.

The year has seen increased activity throughout our business, especially in London. Higher rates of interest, and higher lendings, and an improvement in exchange earnings have added to income more than the increased cost of staff. Our branches in countries where the tax rate is lower have begun to move to a better level of profit. So far this year there has been no sign of any alteration in last year's trends, but it is the nature of our business that no one can prophesy far ahead.

### UNITED KINGDOM TAXATION

Provision for corporation tax has been made on the basis of a 40 per cent rate and for income tax and profits tax on our sterling fixed interest investment income which since April 5, 1965, has been 11s. 3d. in the £. The total provision for taxation would have been about £65,000 higher if the old United Kingdom taxation system of income tax and profits tax had been in operation. But certain transitional provisions in the first year of corporation tax liability make it an unsuitable year for comparison of the two systems. And we have to remember that although in these accounts we have not had to pay to the Exchequer the income tax that we have had to deduct from the dividend, we shall have to hand it over in later years – subject, however, to some special arrangements in the Finance Act, 1965, covering the next seven years. These give us for the next three years full compensation for the receipt of double taxation relief we lose with the corporation tax system and a decreasing measure of relief for the next four years. If the United Kingdom tax rules applicable to us in 1966 had applied to 1965 profits and dividend, we estimate that we should have had approximately the same amount to put to reserves as we have had and the same rules will apply in 1967 and 1968.

Unless the law is altered we shall in 1973 be subject to the full rigours of the corporation tax system that hit companies with overseas earnings. If they had applied to this year's profits and dividend, we should have had about £200,000 less to put to reserve than we have had. This would involve a substantial increase in the United Kingdom taxation on our profits compared with the old system.

My colleagues and I will continue to hope that some time before 1973 a British Government will have been persuaded that such an increase of taxation on a banking company that plays a large part in earning foreign exchange is very much against the nation's interest.

### DIVIDENDS

Bearing all these things in mind your Directors have decided to recommend to you that the total dividend for the year should be 17 per cent (last year 15 per cent). It has been our custom to ensure that the full dividend for the year should be received by shareholders before April 5. Owing to certain alterations in our accounting arrangements and owing to the inclusion this year for the first time of the consolidated accounts of Wm. Brandt's Sons & Co. Limited, we have not been able to complete our own Accounts for you early enough to call an Annual General Meeting before the end of March. In these circumstances your Directors have thought it right themselves to declare a second Interim Dividend of 9½ per cent and to recommend to you that there should be no final Dividend.

If things are normal next year we should hope once again to publish our Accounts around the end of February so that we can have an Annual General Meeting before the end of March.

There is one other factor affecting dividends. Section 83 of the Finance Act, 1965, sets a limit to the amount of dividend which any company may pay in the year ending April 5, 1966, without the obligation to pay over to the Exchequer income tax deducted from those dividends. The limit for us under that section is higher than 17 per cent. In order to take full advantage of Section 83 we have decided to declare a first Interim Dividend of 4 per cent on the present capital in respect of 1966 and to pay it on April 1. We expect to declare a further Interim Dividend of about the same amount in August, 1966.

### RESERVES

I now return to the funds available for appropriation out of the year's results after the dividends have been paid. £788,798 is available if the carry-forward is not to be reduced. Out of this we have appropriated £400,000 to our published Reserve Fund; the remaining £375,000 we consider it wise to add to our Inner Reserves.

At the same time in view of the strength of our Inner Reserves we have decided to transfer from them to the published Reserve Fund the sum of £1,016,000. This includes all the amount standing to the credit of the Inner Reserve Share Premium Account.

Thus our consolidated published reserves including Share Premium Account and balance of Profit and Loss Account amount to £7,270,596.

### CAPITAL

And so we are in a position to consider an increase in the capital of the Bank by capitalising part of the Reserves. We have decided to recommend to you that the value of the shares of the Bank be increased from 15s. to £1 by capitalising £1,901,000 from Reserves. This will bring our issued capital in a better relationship to the total of our deposits, which have increased by over 33⅓ per cent in the past four years. We expect at least to maintain for 1966 the total amount of dividend paid for 1965 but not at the same rate on the enlarged capital.

### ASSOCIATED COMPANIES

I now refer to our associated companies. The Finance and Development Corporation had a good year and as a result, has been able to make a transfer of £85,000 to its published Reserve Fund. No dividend has been taken from the Corporation.

We completed the purchase of a 66⅔ per cent interest in Wm. Brandt's Sons & Co. Limited on September 15, 1965. This led to a substantial increase in the funds available for them over the last three months of the calendar year. In order to fit in with the Bank's accounting year, the books of Brandt's were closed after nine months only of operation in 1965. Substantial progress has been made in co-ordination of their business with our own business as well as with developing their traditional activities.

Exporters' Refinance Corporation Limited had another good year of expansion and profit and their position for the future was strengthened by the addition of Lloyds Bank Limited as a shareholder. We received a small but welcome dividend in respect of last year.

### AN INTERNATIONAL BANK

Last year I tried to give you a short appreciation of the position of our Bank as an international bank. We operate in ten different overseas countries and we have undertaken a substantial but minority shareholding in the Addis Ababa Bank, Ethiopia. This wide diversity continues to be a source of strength, both in the business it generates and in the spread of risk, political and economic. As you will see, if there are some duller patches in our weather ahead, there are also some brighter skies. We have good relations with important banks in the United States and on the Continent of Europe. Since then our position in both these parts of the world has been further strengthened by the inclusion of Wm. Brandt's Sons & Co. Limited in our group. These wide connections make it possible for us to finance an important part of world trade and as a result to earn foreign exchange both for Britain and for the countries in which we operate.

In recent years we have been building up a strong position in financing the development of industry and agriculture in those countries and I have no doubt that we have helped to encourage private foreign investment for them. There is general recognition now in responsible quarters in India, Pakistan, Ceylon, Aden and Africa of the assistance to their economy which a bank such as ours can give. In the United Kingdom, however, the way in which the Government defended the provisions of the corporation tax that discriminated against overseas investment suggests to me that our Government does not appreciate the

## NATIONAL AND GRINDLAYS BANK LIMITED – (*continued*)

advantage to the British economy of the work which is done by British overseas banks. I mentioned last year the assistance we give to British exporters and to British industrial subsidiaries overseas. This year I want to emphasise the amount of foreign currency which this Bank has earned for Britain in 1965.

### FOREIGN CURRENCY EARNINGS

There is first the amount of profit earned by our branches and remitted after deduction of local taxation and any necessary provision for bad and doubtful debts. Then there are the earnings in London from interest and discount on bills related to foreign trade, the earnings on acceptances, the earnings on overdrafts and loans to non-residents, and the exchange earned on remittances overseas. From this there has to be deducted the cost of the substantial deposits made with us by non-residents. In 1965 our estimated net earnings in overseas currencies amount to the equivalent of more than £1.8 million.

And likewise our deposits in the United Kingdom from foreign sources increased by more than £8 million, thus adding to Britain's resources of overseas currencies.

It may be said that some part of those earnings and these deposits would have accrued to British banks which have no branches overseas. Such an argument, however, overlooks the growing competition which the City of London has to face from American banks, several of the most important of whom are busy opening branches all over the world.

Those who are asking for – and hoping constantly for – a revision of the corporation tax system so as not to penalise overseas investment and overseas earnings are not arguing that it is wrong to restrict new overseas investment at times of balance of payments crises. Their argument is against the long-term discrimination of the new tax system against earnings from overseas investments and overseas activities, in that profits are to be subjected to double taxation.

### PROFITABILITY DISTRIBUTION

I am sometimes asked how large our business is in each of the territories in which we operate and how much profit we make in each. In certain of these countries we publish, as we have to by law, a local balance sheet and a local profit and loss account. But these figures are not strictly comparable with those we publish for the Bank as a whole. Moreover, business in one country is often stimulated by or directly caused by business in another country, and the pattern of distribution of our business and our profits does not remain constant. Any exact figures country by country would, therefore, not be meaningful.

Last year 55 per cent of our net profits after tax came from our branches in Asia, and 45 per cent from our branches in Africa and London. Over 60 per cent of our deposits are in Asia and rather less than 40 per cent in Africa and London. The percentage of our total profit earned in Africa and in London has been growing in recent years.

In assessing the pattern of profitability in our business I have become concerned with the apparent low average level of efficiency in our branches in India and Pakistan compared with that in other countries, as measured by profitability (before tax) per head of staff employed, and I am hopeful that improvement will be made in 1966.

### LONDON

We have been considering for some time the future of the premises of our Head Office and City Office. Until about a year ago we had every reason to expect that we would be able to move the whole of our Head Office and City Office into a fine new building nearby which was expected to be completed about 1969. The standstill in office building in the City made it clear to us that there would be a considerable delay before this building was completed and certain other factors have now thrown some doubts about the feasibility for us of that proposition. At the same time our own increase in business has forced us to look for additional space for staff which was becoming badly overcrowded. As a temporary measure we have arranged to rent the ground and one other floor of No. 55 Bishopsgate for our City Office. No. 26 Bishopsgate will be used solely for the Head Office of the Bank. We will, however, retain the old address of 26 Bishopsgate for City Office correspondence. These arrangements will give us time to consider a long-term plan for our accommodation in the City of London. We need something about 70,000 sq. ft. in the banking area, and we want to secure this space in a new building or an old building as soon as possible.

### OUR STAFF

Overseas banking in the modern world presents a great challenge to our officer staff and indeed to all our staff working overseas. It is difficult to imagine a year of greater challenge, more widely spread over the 11 territories in which the Bank operates, than the year 1965. We rightly thank our staff every year: and that I do on your behalf now.

But in addition, this year, we should pay a particular tribute to them for the way in which they have risen to the occasion and continued doing their duty, whether with a battle going on around them or above their heads, or with sporadic outbursts of terrorist activity threatening a neighbour or colleague, or with the collapse of the constitutional relationship between the country in which they worked and the country of their Head Office.

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*Company Meeting*

# THE UGANDA COMPANY LIMITED

## *VIGOROUS DEVELOPMENT PROGRAMME*

THE 63RD ANNUAL GENERAL MEETING of The Uganda Company Limited will be held on March 24 in London.

In the course of his circulated statement the chairman, THE RT. HON. EARL DE LA WARR, P.C., G.B.E., said: During the year to 31st August, 1965, there was ideal weather for growing cotton but this, at the same time, hampered the production of tea and coffee. However, we have succeeded in showing a small increase on last year's overall group profit.

The first few months of the current year have shown better results across the whole field of our activities. However, so much depends on the weather that I must not say more than that we hope to continue the rising trend of profits which we have achieved in the past few years.

Last year I made reference to our joint venture with McCormick & Co., Inc., of Baltimore, U.S.A., in the building of a Vanilla Factory. This factory has now come into production and processed the small autumn crop which proved to be of outstanding quality.

Our estate at Mityana has proved to be very well suited to the production of Vanilla and we are expanding our acreage of this crop on that estate.

We have fenced 200 acres of land at our Lubowa Estate and have already cleared a great deal of it for pasture and we are building up a dairy herd.

In addition we have continued to experiment with new crops in order to find strains which are well suited to the Ugandan climate.

Whilst we have spread our net very widely in Uganda, your Board is determined to expand the Company as a whole in order to increase its effectiveness. We have taken an opportunity, which has presented itself, of making an investment in a cotton development in Ethiopia and a tea project in Ecuador. Both of these are bold new adventures to utilise natural resources never before harnessed in these areas.

### COMPANY'S ROLE IN UGANDA'S PROGRESS

Last year I mentioned that we have revised and streamlined our training department under the supervision of an experienced Training Officer. This year it has really made its presence felt throughout the length and breadth of the Company to an extent that we have never achieved before. Not only were there scores of our employees taking correspondence courses sponsored by the Company but three senior Ugandans have been assisting the Training Officer by giving job relations courses on all of our tea estates and in our Motor showrooms and service departments. They have been instrumental in explaining to the bulk of our employees the whole meaning of Training within Industry and they have instilled a great enthusiasm for the training programme amongst them. Members of our staff have also attended extra mural courses in First Aid, Job Safety and Health in Industry, the latter presented by the Ross Institute. In addition field workers have been given conducted tours round the tea factories on each estate and visits have been made to the Tea Research Institute. All this has greatly improved the feeling of unity within the Company since each employee now has a much better idea of "how the other half lives" and appreciates how the end product for which he is striving is reached.

Your Board is convinced that the steps that they are taking to improve the training, housing, medical care and nutrition of our labour should not only prove to be major factors in building up a more stable and efficient body of workers but should also maintain and even increase, the respect with which your Company is regarded in Uganda. Your Board is deeply conscious that security is at least as, if not more, important to shareholders than high returns and that true security can only be won by being known to contribute to the life of the country, both economically and socially.

It is the intention of your Board to press forward with and extend its training programme, both technical and social, to continue to bring selected members of the senior African staff over to the United Kingdom each year and to complete the present programme of improvement of all staff and labour housing within the next 18 months to two years.

I am pleased to be able to say that we have received nothing but courtesy and helpfulness from both the Uganda Government and the Uganda Development Corporation. On our side we always endeavour to carry out schemes of development which we know will be welcome to those responsible for the running of the country. On their side they give both advice and understanding of our problems that makes us feel that we are dealing with friends who think of us as friends.

*Copies of the full statement are available from: The Secretary, The Uganda Company Limited, 16, Byward Street, E.C.3.*

## Tunisia and Finland

THE TUNISIAN *Journal Officiel* of February 8-11, 1966 announced the renewal, for a further year from January 1, of the trade agreement of 1960 between Tunisia and Finland as amended by the additional protocol of January 15, 1965. Quotas under the agreement are unchanged from the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E49, Hillgate House, 35 Old Bailey, London, E.C.4 (City 5757, Ext. 459 or 461)

## Tunisia and East Germany

THE TUNISIAN *Journal Officiel* of February 8-11, 1966, published details of the long-term trade agreement of 1964 between Tunisia and East Germany as it applies for 1966. Most quotas under the agreement show increases compared with the previous year.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449 or 450).

## The Netherlands and East Germany

THE NETHERLANDS *'Economische Voorlichting'* No. 8 of February 23, 1966, reports that an arrangement covering trade between the Netherlands and East Germany during 1966 was concluded on January 18, 1966.

East Germany exports to the Netherlands will include potash, machine tools and other machinery, chemical and pharmaceutical products, transport equipment, electrical engineering goods, textiles, glassware, paper, musical instruments, toys, sports goods and sawn timber.

The Netherlands exports to East Germany will include chemicals, fruit and vegetables, meat and other animal products, textiles, machinery, transport equipment, and metal goods.

The full text of the trade quotas (in German) may be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 449). (Reference CRE 7699/G).

## Italy and Poland

NEW QUOTA LISTS for 1966 have been published under the long-term agreement signed between Italy and Poland on February 25, 1965. Italian exports to Poland show virtually no change over those for 1965. Italian imports from Poland show increases in eggs, live cattle and pigs (but fewer horses and sheep), building materials, central heating boilers, and mining machinery. On the other hand coal, previously at a figure of 1,200,000 tons, no longer appears and other items dropped from the 1966 list are beer, fodder, seeds, refractory clay and timber.

The Italian text of the new lists can be seen at Export Services Branch (Tariff Section), Board of Trade, Room E11, 35 Old Bailey E.C.4 (Tel. City 5757, Ext. 449, 450) quoting CRE 1902G.

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## Double taxation: Switzerland

THE BOARD of Inland Revenue announce that officials of the United Kingdom and Swiss Tax authorities met in Berne from March 2 to March 5 to discuss the amendment of the United Kingdom-Switzerland Double Taxation Convention in the light of the changes in the United Kingdom tax system. Agreement was reached at official level and the text of a protocol will now be submitted to governments for approval.

## Telexograms—new GPO service

STARTING on April 1, telegrams between Britain and Belgium, the Netherlands and Western Germany, addressed to telex subscribers, can be delivered direct by teleprinter as 'Telexograms'.

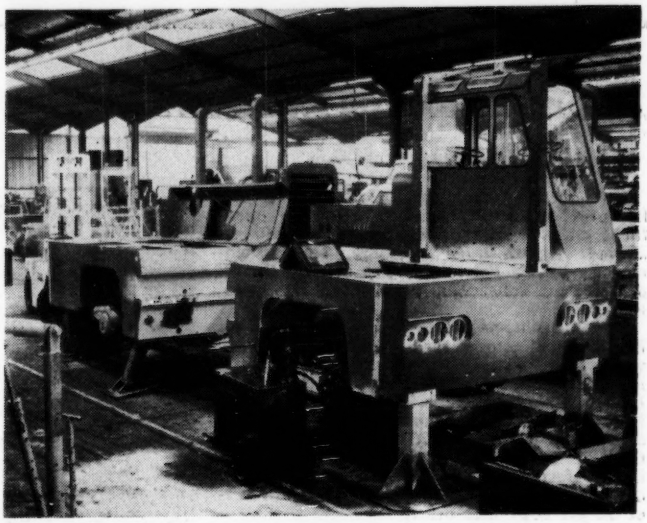
The new facility, giving fast service at half the charge for ordinary telegrams, is being introduced as an experiment by some Western European countries. If successful, it may be extended to other countries.

Like other overseas telegrams, Telexograms may be telephoned – or, indeed, telexed – from anywhere, but at first they will be accepted over the counter only at the Overseas Telegraph Offices in London, Belfast, Birmingham, Bradford, Bristol, Glasgow, Liverpool and Manchester.

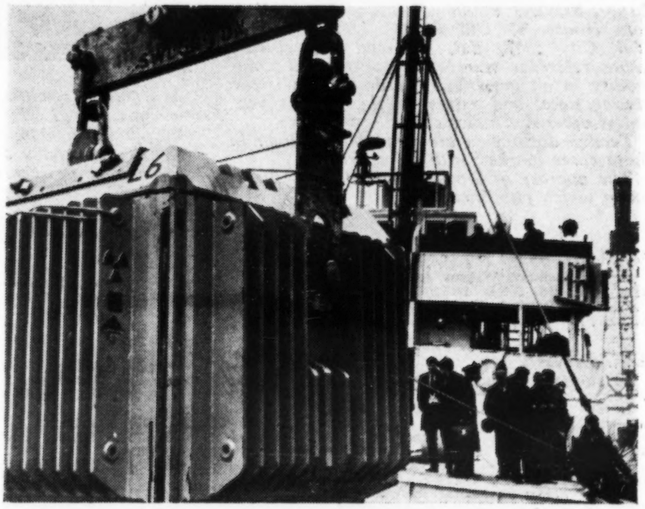
Telexograms will cost the same as European Letter Telegrams (ELT) with the same 22-word minimum and there will be the usual transferred-account arrangements. Conditions will be the same as for ELT messages but secret or code language may be used. There will be no press rate nor any supplementary services such as the reply-paid, special delivery and de luxe facilities.

Some incoming Telexograms will normally be telexed direct to subscribers' machines, copies will not be available at the telegraph office in this country. Any inquiries should be made by telex through the usual inquiry point for overseas telegrams.

If, for any reason, a Telexogram cannot be delivered by telex – for example, if the addressee's machine is switched off – it will be forwarded by the normal method for an overseas telegram.



*One of the two Lancer 2500 Series sideloaders, ordered for the new East Slovakian Steelworks at Kosice, being built at the Lancer Boss Factory at Leighton Buzzard, Bedfordshire. These trucks have been ordered as an integral part of the steel handling system in Kosice.*



*Unloading a cargo of 12 tonnes of irradiated fuel elements from the Latina Nuclear Power Station of Ente Nazionale por l'Energia Elettrica (ENEL) for reprocessing at the Windscale works of the United Kingdom Atomic Energy Authority. The flasks in which the fuel elements are carried are manufactured from steel plates 14½-inch thick and weigh approximately 42 tons. The design and manufacture of the flasks and refrigeration tanks was carried out by the Distington Engineering Co. Ltd., Workington, in association with the UKAEA.*

# *Information for exporters*

**Brief details are given below of overseas inquiries for British products, contracts open for tender, reports on commercial conditions abroad, export trade openings, etc., issued recently by the Export Services Branch, Board of Trade, to subscribers to the 'Export Service Bulletin.'**

**The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.**

*At Jobling's Industrial Division Sales Conference, held at the Grange, near Sunderland, recently, Mr. E. L. Harrison, commercial director of the division (right), shows Mr. B. H. Turpin (left), managing director of James A. Jobling & Co. Ltd., and Mr. P. H. D. Ryder (centre), managing director of Thomas Tilling Ltd., a map of the overseas sales tour planned for his export representatives during* 1966.

## Calls for tender

*Inquiries connected with the calls for tender mentioned below should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 404 and 406). Please quote reference numbers, country and commodity in all inquiries. The date given is the closing date, and refers to the current year unless otherwise indicated.*

*Tender documents are available on loan in those cases marked with an asterisk.**

*The number in brackets indicates the Bulletin in which published.*

### AUSTRALIA

**(49/66) Railway Wagons** for South Australian Railways. April 28. E.S.B. 9836/66.

**(50/66) Electrical Equipment** for Northern Electric Authority of Queensland. March 30. E.S.B. 10138/66.

### ARGENTINA

**(50/66) Civil Engineering Works** for Agua y Energia Electrica. June 6. E.S.B. 10128/66.

**(47/66) Catalyzer** for Direccion General de Fabricaciones Militares. March 30. E.S.B. 9502/66.

**(50/66) Automatic Totalizers** for Jockey Club of Buenos Aires. April 15. E.S.B. 10127/66.

**(50/66) Transmission Line Construction** for Ministerio de Obras Publicas. April 12. E.S.B. 10126/66.

**(50/66) Electro-mechanical Equipment** for Ministry of Public Works. April 18. E.S.B. 10129/66.

### BELGIUM

**(50/66) Tents and Accessories** for Forces Armées. April 19. Tender documents in French available. E.S.B. 10131/66.*

**(51/66) Miscellaneous Equipment** for Ministry of National Defence. April 19. E.S.B. 10130/66.*

### BURMA

**Myanma Export Import Corporation:**

**(47/66) Jointing and Packing Materials.** April 16. E.S.B. 9095/66.*

**(47/66) Fire Fighting Equipment.** April 16. E.S.B. 9096/66.*

**State Timber Board:**

**(46/66) Carbon Brushes and Blocks.** April 4. E.S.B. 9084/66.*

**(46/66) Electrical Equipment.** April 4. E.S.B. 9085/66.*

**(48/66) Hose Pipe** for Union of Burma Railway Board. April 20. E.S.B. 9383/66.*

### CANADA

**(49/66) Power Plant Equipment** for British Columbia Hydro and Power Authority. April 12 and April 19. E.S.B. 9834/66.

### CEYLON

**(49/66) Grinding Wheels** for Ceylon State Hardware Corporation. April 11. E.S.B. 9807/66.

**(49/66) Sulphate Pulp** for Eastern Paper Mills Corporation. April 6. E.S.B. 9806/66.

**(49/66) Strawboards** for Ministry of Finance. (Further information.) Tender documents now available. E.S.B. 7825/66.*

**(49/66) Lorries** for Ministry of Home Affairs. April 2. E.S.B. 9808/66.*

**(50/66) Sub-station Construction** for Ministry of Land, Irrigation and Power. (Further Information.) Tender documents now available. E.S.B. 8781/66.*

**(49/66) Tank** for National Milk Board. April 29. E.S.B. 9802/66.*

**(49/66) Telephone Exchange and Cables** for Royal Ceylon Air Force. (Further Information.) E.S.B. 7698/66.

### COLOMBIA

**Central Hidroelectrica de Caldas:**

**(49/66) Power Transformers.** May 5. E.S.B. 9815/66.

**(49/66) Hydro-electric Equipment.** May 5. E.S.B. 9810/66.*

**(49/66) Penstocks.** May 5. E.S.B. 9809/66.*

### UNITED ARAB REPUBLIC (EGYPT)

**Egyptian Railways:**

**(50/66) Lamps.** April 12. E.S.B. 10134/66.

**(50/66) Tool Steel.** April 13. E.S.B. 10135/66.

**(50/66) Pressure Regulator and Gauges.** April 13. E.S.B. 10136/66.

**(50/66) Carbide Tools.** May 7. E.S.B. 10137/66.

### EL SALVADOR

**La Proveeduria General de la Republica:**

**(50/66) Typing Ribbons.** March 31. E.S.B. 10121/66.*

**(51/66) Rubber Gloves.** March 31. Tender documents in Spanish available. E.S.B. 10166/66.*

**(51/66) Cotton Wool.** March 30. E.S.B. 10163/66.*

### FORMOSA

**Central Trust of China:**

**(50/66) Railway Signalling System.** April 11. E.S.B. 9880/66.*

**(50/66) Methyl Bromide.** April 9. E.S.B. 9873/66.*

**(50/66) Cards.** April 9. E.S.B. 9874/66.*

**(50/66) Pumps.** April 6. E.S.B. 9856/66.*

**(50/66) Constant Temperature and Calibration Equipment.** April 8. E.S.B. 9877/66.*

**(50/66) Dyestuffs and Auxiliaries.** April 11. E.S.B. 9872/66.*

**(50/66) Control Panel.** April 8. E.S.B. 9875/66.*

**(50/66) Flow Control Equipment.** April 11. E.S.B. 9876/66.*

**(50/66) Workshop Equipment.** April 11. E.S.B. 9878/66.*

**(50/66) Testing Equipment.** April 6. E.S.B. 9869/66.*

**(50/66) X-ray Equipment.** April 8. E.S.B. 9871/66.*

**(50/66) Testing Equipment.** April 7. E.S.B. 9868/66.*

**(50/66) Santomerse.** March 30. E.S.B. 9855/66.*

**(50/66) Instrument Shop Equipment.** April 9. E.S.B. 9879/66.*

**(50/66) Fluorescence Analysis Cabinets.** April 11. E.S.B. 9854/66.*

**(50/66) Wool and Synthetic Tops.** April 21. E.S.B. 9857/66.*

**(50/66) Measuring Instruments.** April 5. E.S.B. 9860/66.*

**(50/66) X-ray Equipment and Accessories.** April 6. E.S.B. 9861/66.*

**(50/66) Desalting Unit.** April 5. E.S.B. 9864/66.*

**(50/66) Cut Wire Steel Shot.** April 8. E.S.B. 9866/66.*

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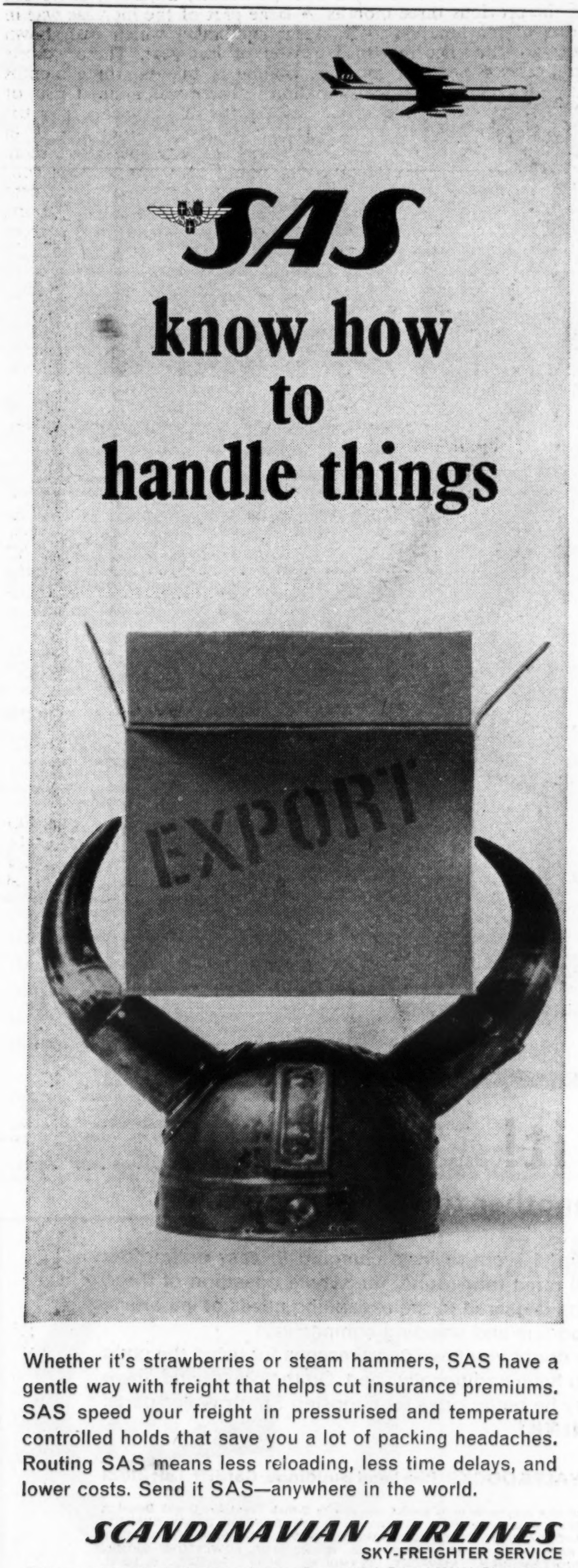
RENOWN 6174 TELEX 23453



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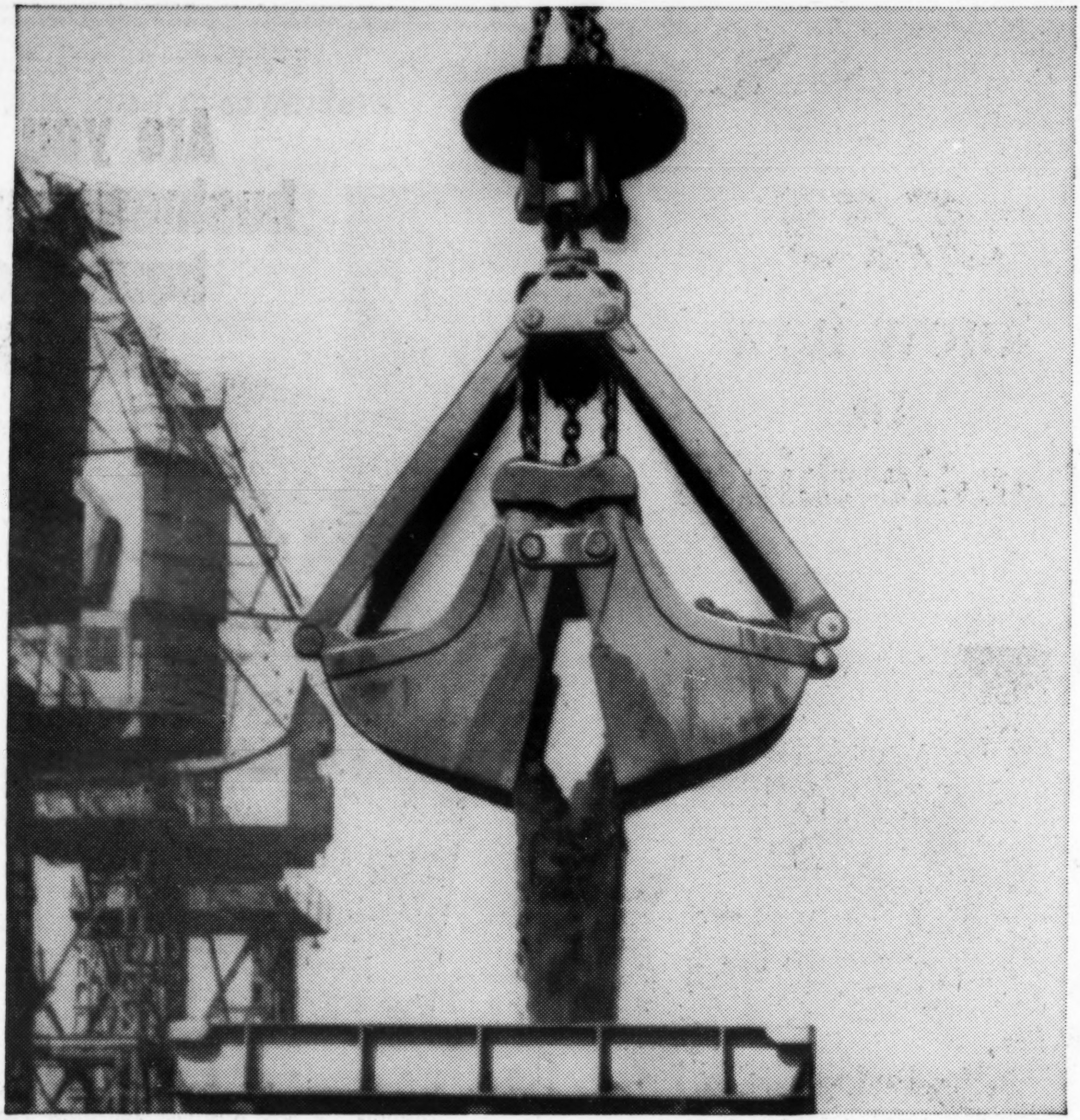

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**(50/66) Tools and Measuring Instruments.** April 8. E.S.B. 9865/66.*
**(50/66) Mercury.** April 6. E.S.B. 9867/66.*

## FRANCE

**SHAPE, Paris:**
**(47/66) Teleprinters.** April 14. E.S.B. 9378/66.*
**(49/66) Tyres and Tubes.** April 4. E.S.B. 9847/66.*

## GERMANY, FEDERAL REPUBLIC OF

**(50/66) Tractors and Trailers** for Headquarters Commandant Centag. April 12. E.S.B. 10111/66.*

## GREECE

**(47/66) Tin** for Hellenic State Railways. April 5. E.S.B. 9505/66.*
**(49/66) Wire Rope** for Ministry of National Defence. April 6. E.S.B. 9816/66.*
**Ministry of Trade:**
**(48/66) Cameras; Tape Recorders.** April 7. E.S.B. 9511/66.*
**(49/66) Film Projectors.** (Further Information.) E.S.B. 27219/65.*
**Public Power Corporation:**
**(47/66) Penstocks; Sluice Gates and Ducts.** May 16. E.S.B. 9397/66.
**(47/66) Hydro-Electric Power Plant.** May 16. E.S.B. 9398/66.*

## INDIA

**(50/66) Electric Meters** for Calcutta Electric Supply Corporation. April 9. E.S.B. 10133/66.
**(49/66) Diesel Generating Set** for Cochin Port Trust. March 30. E.S.B. 9820/66.
**Directorate General of Supplies and Disposals:**
**(48/66) Testing Equipment.** April 22. E.S.B. 9539/66/DLF.
**(48/66) Tin Ingots.** (Further Information.) Tender documents now available. E.S.B. 5632/66.*
**Gujarat Electricity Board:**
**(48/66) Brass Tubes.** April 4. E.S.B. 9594/66.
**(48/66) Insulators.** April 11. E.S.B. 9593/66.
**(50/66) Lightning Arresters.** April 25. E.S.B. 10110/66.*
**(50/66) Oil Filter.** April 18. E.S.B. 10141/66.
**(49/66) Steel** for Hindustan Aeronautics Ltd. April 7. E.S.B. 9819/66.
**(49/66) Pliers** for Indian Telephone Industries Ltd. April 4. E.S.B. 9833/66.*
**(50/66) Transformers** for Maharashtra State Electricity Board. April 28. E.S.B. 10142/66.

## IRAN

**Iranian Tobacco Monopoly:**
**(46/66) Paper.** May 18. E.S.B. 9080/66.*
**(46/66) Cigarette Papers.** May 11. E.S.B. 9082/66.*
**(46/66) Paper.** May 14. E.S.B. 9081/66.*
**Ordnance Department of Iranian Army:**
**(47/66) Antigel.** Closing date not known. E.S.B. 9391/66.
**(50/66) Anti-freeze.** May 28. E.S.B. 10143/66.*

## IRAQ

**(48/66) Gravel Crushers** for Directorate General of Roads and Bridges. April 4. E.S.B. 9568/66.
**Ministry of Defence:**
**(48/66) Batteries.** (Further Information.) E.S.B. 8574/66.*
**(48/66) Veterinary Equipment.** April 23. E.S.B. 9530/66.*
**(48/66) Miscellaneous Stores.** (Further Information.) E.S.B. 8575/66.*
**(48/66) Miscellaneous Equipment.** (Further Information.) E.S.B. 8573/66.*
**(48/66) Miscellaneous Items.** April 19. Specification now available. E.S.B. 9535/66.*
**(48/66) Miscellaneous Stores.** (Further Information.) Tenderers are asked to send copy of their quotation to Iraqi Embassy, London, for information. E.S.B. 8576/66.*
**(49/66) Electrical and Water Fittings.** April 19. E.S.B. 9590/66.
**(48/66) Transfer and Overhaul of Electrical Equipment** for Ministry of Municipal and Rural Affairs. April 19. E.S.B. 9567/66.
**(48/66) M.S. Plates** for Oil Planning and Construction Administration. April 19. E.S.B. 9591/66.

## IRISH REPUBLIC

**(50/66) Mooring Chain** for Dublin Port and Docks Board. Closing date not known. E.S.B. 10139/66.
**(47/66) Fluoridation Plant** for Kilkenny Corporation. April 18. E.S.B. 9384/66.

## JORDAN

**(49/66) Fire Extinguisher Refills** for Jordan Petroleum Refinery Co. March 31. E.S.B. 9852/66.*
**(47/66) Pharmaceuticals; Hospital Supplies** for Ministry of Health. April 9. E.S.B. 9304/66.*
**(51/66) Television Broadcasting System** for Ministry of Information. May 1. E.S.B. 32760/64.*

*Alan Paine of Godalming, whose factory is claimed to be the most modern of its kind in Europe, anticipate exporting knitwear to the value of £1 million this year. In contrast to the modern production techniques used by Alan Paine, the milling process in the photograph above which brings out the latent softness of garments has been in use for a century.*

## KOREA

**Office of Supply:**
**(46/66) Miscellaneous Equipment.** April 6. E.S.B. 9373/66.*
**(47/66) Miscellaneous Supplies.** April 4. E.S.B. 9369/66.*
**(47/66) Miscellaneous Equipment.** April 7. E.S.B. 9370/66.*

## KUWAIT

**Central Tenders Committee:**
**(49/66) Injections.** April 13. E.S.B. 9588/66.
**(49/66) Building Project.** April 13. E.S.B. 9589/66.

## LIBYA

**Central Tenders Board:**
**(47/66) Construction Work.** April 9. E.S.B. 9524/66.
**(48/66) Road Construction.** (Further Information.) Closing date now postponed to July 11. E.S.B. 8707/66.
**(48/66) Laboratory Furniture** for University of Libya – Faculty of Science. April 27. E.S.B. 9523/66.

## MALTA

**Director of Contracts – The Treasury:**
**(50/66) Detergent.** April 6. E.S.B. 9884/66.*
**(51/66) Cardboard Boxes.** April 13. E.S.B. 10154/66.*
**(51/66) X-ray Films.** April 6. E.S.B. 10171/66.*
**(50/66) Rope.** April 6. E.S.B. 9887/66.*

## MOROCCO

**(48/66) Telephone Equipment** for Ministry of Posts, Telephones and Telegraphs. March 31. E.S.B. 9566/66.

## MOZAMBIQUE

**(50/66) Locks for Transformation Posts and Cabinets** for Lourenco Marques Municipality. April 1. E.S.B. 10123/66.
**Ports, Railways and Transport Department:**
**(46/66) Cotton Waste.** April 4. E.S.B. 9020/66.
**(47/66) Wharf Defence Beams.** April 6. E.S.B. 9022/66.
**(47/66) Paraffin Lamps.** April 7. E.S.B. 9021/66.
**(47/66) Lead Seals.** March 31. E.S.B. 9023/66.
**(50/66) Construction of Hangar.** May 30. E.S.B. 10124/66.
**(50/66) Alternator.** April 19. E.S.B. 10125/66.

## NEW ZEALAND

**(51/66) Railway Wagon Components** for New Zealand Railways. April 4. E.S.B. 10155/66.
**(51/66) Cranes** for New Zealand Steel Ltd. (Advance Information.) E.S.B. 10156/66.

## NICARAGUA

**National Light and Power Authority:**
**(49/66) Transmission Lines.** April 20. E.S.B. 9888/66.
**(49/66) Construction Materials for Electric Lines.** May 17. E.S.B. 9853/66.

## NIGERIA

**(51/66) Pharmaceuticals; Hospital Equipment** for Federal Ministry of Health. April 14. E.S.B. 10167/66.*

## PAKISTAN

**East Pakistan Railway Board:**
**(46/66) Rolling Stock.** April 12. E.S.B. 9013/66.
**(49/66) Railway Apparatus.** May 5. E.S.B. 9805/66.*

## SAUDI ARABIA

**(50/66) Buildings and Radar Equipment** for Department of Civil Aviation. April 11. E.S.B. 10116/66.*
**Department of Posts, Telephones and Telegraphs:**
**(47/66) Bicycles.** April 20. E.S.B. 9517/66.
**(50/66) Telegraphic Machinery.** April 16. E.S.B. 10115/66.
**(47/66) Steel Mesh Fencing** for Directorate General of Civil Aviation. April 7. E.S.B. 9537/66.
**Ministry of Communications:**
**(47/66) Wireless-Telephone Stations.** April 18. E.S.B. 9516/66.
**(48/66) Controlling Stations.** April 20. E.S.B. 9519/66.
**(47/66) Drugs; Medical Supplies** for Ministry of Defence and (Civil) Aviation. April 19. E.S.B. 9518/66.

## SINGAPORE, REPUBLIC OF

**Central Supplies Office:**
**(46/66) Science and Laboratory Equipment.** March 30. E.S.B. 9381/66.*

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M 31

### SOUTH AFRICA

**Cape Provincial Tender Board:**
(50/66) **Laundry Machines.** April 5. E.S.B. 10103/66.*
(50/66) **Drawing Pins.** April 1. E.S.B. 10104/66.*
**City Council of Pretoria:**
(49/66) **Switchgear.** April 14. E.S.B. 9543/66.
(49/66) **Transformers.** April 14. E.S.B. 9542/66.
**South African Railways:**
(47/66) **Milling Machine.** April 1. E.S.B. 6461/66.*
(50/66) **Welding Machines.** April 15. E.S.B. 9582/66.*
(50/66) **Lathe and Lighting Equipment.** April 15. E.S.B. 9583/66.*
(50/66) **Universal Milling Machines.** April 1. E.S.B. 9584/66.*
**State Tender Board:**
(48/66) **Laboratory Equipment.** April 5. E.S.B. 9548/66.*
(48/66) **Drilling Machines.** March 30. E.S.B. 9549/66.*
(48/66) **Heating and Baking Sets.** April 5. E.S.B. 9557/66.*
(48/66) **Transformers.** April 5. E.S.B. 9558/66.*
(48/66) **Meteorological Surveying Instruments.** March 31. E.S.B. 9560/66.*
(49/66) **Wire.** April 1. E.S.B. 9544/66.*
(49/66) **Syringes and Needles.** April 5. E.S.B. 9556/66.*
(49/66) **Chemicals.** April 4. E.S.B. 9559/66.*
(48/66) **Spanners.** March 31. E.S.B. 9545/66.*
(49/66) **Facing and Boring Head.** March 31. E.S.B. 9563/66.*
(49/66) **Metal Working Machinery.** March 30. E.S.B. 9547/66.*
(49/66) **Vehicle.** April 14. E.S.B. 9579/66.*
50/66) **Crucibles.** March 31. E.S.B. 10160/66.*
(50/66) **Spanners.** March 30. E.S.B. 10162/66.*
(49/66) **Crane Weigher.** March 30. E.S.B. 9578/66.*
(49/66) **Fly-Cutters.** March 30. E.S.B. 9564/66.*

### SPAIN

**Ministerio del Aire:**
(47/66) **Enlargement and Improvement of Terminal Station.** March 30. E.S.B. 9359/66.
(47/66) **Airport Building Construction.** March 30. E.S.B. 9360/66.
(47/66) **Approach Systems for Airports.** (Further Information.) April 28. E.S.B. 5643/66.

### SUDAN

**Central Electricity and Water Administration:**
(47/66) **Transformers.** (Further Information.) Closing date postponed to April 9. E.S.B. 5252/66.*
(47/66) **Cables.** (Further Information.) Closing date postponed to April 6. E.S.B. 5978/66.*
(47/66) **Meters.** (Further Information.) Closing date postponed to April 10. E.S.B. 7992/66.*
**Controller of Stores:**
(50/66) **Cattle Wagons.** April 28. E.S.B. 10105/66.*
(51/66) **Tea.** March 30. E.S.B. 10152/66.
**The Land Use and Rural Water Development Department:**
(50/66) **Steel Tanks.** April 23. E.S.B. 10119/66.*
(50/66) **Steel Rods.** April 19. E.S.B. 10120/66.*
(47/66) **Water Tank** for Ministry of Works. March 30. E.S.B. 9400/66.*
**Sudan Railways:**
(47/66) **Railway Wagons.** April 14. E.S.B. 9392/66.*
(49/66) **Railway Wagons.** (Further Information.) Bids, with a 2 per cent deposit, may be sent to Sudan Government, Purchasing Agent, London. E.S.B. 9392/66.*
(50/66) **Flour.** April 26. E.S.B. 10158/66.*

### SYRIAN ARAB REPUBLIC

(51/66) **Tobacco** for Syrian Tobacco Monopoly, April 7. E.S.B. 10151/66.*

### THAILAND

**Metropolitan Electricity Authority:**
(46/66) **Transformers.** March 31. E.S.B. 9026/66.*
(48/66) **Aluminium Conductor.** April 7. E.S.B. 9572/66.
(46/66) **Floodlight Projectors: Air Conditioning Equipment; Cooling Equipment** for Royal Irrigation Department (Samsen). April 8. E.S.B. 8798/66.*
**State Railway of Thailand:**
(46/66) **Tungsten Carbide Tips.** April 4. E.S.B. 9034/66.*
(49/66) **Steel Plate.** April 5. E.S.B. 9551/66.
(49/66) **Turbine Pump.** April 11. E.S.B. 9550/66.
(48/66) **Metal Coating Equipment** for Treasury Department. April 8. E.S.B. 9574/66.

### TRINIDAD AND TOBAGO

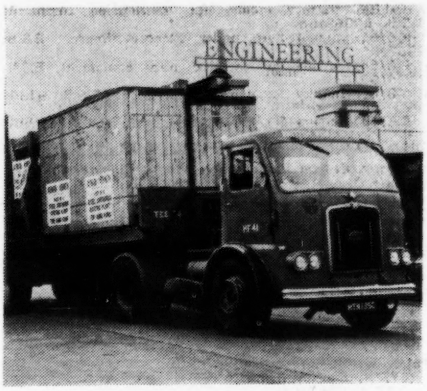
(47/66) **Ring Main Units** for Electricity Commission. April 15. E.S.B. 9399/66.*

### TUNISIA

(50/66) **Cards and Matches** for Régie Nationale des Tabacs et des Allumettes. May 2. E.S.B. 9837/66.
(51/66) **Starch and Glucose Plant** for Societe Nationale d'Investissement. May 31. E.S.B. 10157/66.*

### TURKEY

(50/66) **Diesel Generating Sets** for Petrol Ofisi. May 2. E.S.B. 10114/66.*
(50/66) **Medical and Surgical Equipment** for Social Insurance Association. April 25. E.S.B. 9883/66.



*Part of a continuous casting plant for steel for Shun Fung Iron Works of Hong Kong leaving the Distington Engineering Company of Workington recently. It is being supplied in conjunction with Distington's associates, Concast A.G. of Zurich.*

**Turkish Maritime Bank:**
(47/66) **Welding Machines.** March 30. E.S.B. 9382/66.*
(50/66) **Cables.** April 6. E.S.B. 9889/66.*
(50/66) **Wire Ropes.** April 4. E.S.B. 9890/66.*

### UNITED STATES OF AMERICA

(47/66) **Generators** for Bureau of Reclamation, Denver. April 5. E.S.B. 9515/66.*
(50/66) **Switchgear** for Sacramento Municipal Utility District. April 12. E.S.B. 9838/66.*

### VENEZUELA

**National Institute of Waterworks:**
(50/66) **Copper Tubing.** April 1. E.S.B. 9892/66.
(50/66) **Water Meters.** March 30. E.S.B. 9891/66.

### VIETNAM

(48/66) **Surgical Equipment** for Central Purchasing Authority. April 8. E.S.B. 9514/66.*

## Agency and export opportunities, market surveys, etc.

*Further details of the items referred to below can be obtained from the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext. 427). Please quote reference number, country and commodity in all inquiries.*

*The number in brackets indicates the Bulletin in which published.*

**The Bulletin, published daily, is available to British manufacturers and exporters at a subscription of £10 10s. a year. A subscription form can be obtained from the Export Services Branch, Board of Trade, Room H28, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 433) (Telex 25977). Copies of particular issues containing further details of the items referred to below can be obtained from the same address by forwarding cash remittance of 2s. per copy with order.**

**Angola**
(47/66) Inquiry for furniture and fittings. ESB. 5572/66.

**Australia**
(49/66) Agency inquiry for toys. E.S.B. 8403/66.
(46/66) Inquiry for sleeve bearings. E.S.B. 8904/66.
(47/66) Inquiry for building equipment and supplies. E.S.B. 9101/66.
(47/66) Inquiry for men's wear; umbrellas. E.S.B. 8926/66.
(49/66) Inquiry for gift trade articles. E.S.B. 9000/66.
(51/66) Inquiry for veterinary medicines. E.S.B. 6882/66.

**Austria**
(49/66) Agency inquiry for knitting yarns; clothing. E.S.B. 9183/66.

**British Guiana**
(47/66) Agency inquiry for plumbing fittings. E.S.B. 8617/66.
(51/66) Agency inquiry in respect of cremators. E.S.B. 9650/66.

**Canada**
(47/66) Agency inquiry for electric blankets heating cables and tapes. E.S.B. 8933/66.
(48/66 Agency inquiry for flow meters; oilfield equipment; pumps; valves. E.S.. 9106/66.
(51/66) Agency inquiry for butchers' and meat packers' supplies. E.S.B. 41458/65.
(47/66) Inquiry for reinforcing steel. E.S.B. 8968/66.
(49/66) Inquiry for metal working machines. E.S.B 5795/66.
(50/66) Inquiry for trucks. E.S.B. 7721/66.
(51/66) Inquiry for tape rule blades. E.S.B. 34944/65

**Ceylon**
(48/66) Inquiry for ploughs; tractors; trucks. E.S.B. 9793/66.
(51/66) Inquiry for electric appliances and irons; lamps and lighting accessories. E.S.B. 10002/66.

**Cyprus/Czechoslovakia**
(47/66) Trade Agreement. C.R.E. 5471/G.

**Cyprus/Rumania**
(47/66) Trade Agreement. C.R.E. 16518/G.

**Czechoslovakia**
(50/66) Inquiry for underground constructions. E.S.B. 8043/66.

**Czechoslovakia/Rumania**
(47/65) Trade Agreement. C.R.E. 5464/G.

**Denmark**
(49/66) Inquiry for porbeagle. E.S.B. 8341/66.

**Finland**
(48/66) Agency inquiry for dress fabrics. E.S.B. 9181/66.

**France**
(49/66) Agency inquiry for milling machines. E.S.B. 9440/66.

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(51/66) Agency inquiry for transmission equipment. E.S.B. 10062/66.
(46/66) Manufacture under licence – furnaces. E.S.B. 8937/66.
(48/66) Inquiry for chemical plant equipment. E.S.B. 9125/66.
(48/66) Inquiry for domestic appliances. E.S.B. 9136/66.
(51/66) Inquiry for mining equipment. E.S.B. 10292/66.

**Germany, Federal Republic of**
(49/66) Agency inquiry for men's suits. E.S.B. 9763/66.
(50/66) Agency inquiry for piece-goods and suitings. E.S.B. 5097/65.
(50/66) Agency inquiry for semi-conductors; transsistors valves E.S.B. 9744/66.
(51/66) Agency inquiry for typewriter ribbons. E.S.B 5769/66.
(46/66) Inquiry for molybdenum disulphide powder. E.S.B. 8911/66.
(46/66) Import opportunity – miscellaneous food and agricultural products. C.R.E. 12430/G.
(49/66) Inquiry for lace and lace cloths. E.S.B. 8863/66.
(50/66) Inquiry for welding wires. E.S.B. 821/65.
(51/66) Inquiry for tools. E.S.B. 9784/66.

**Greece**
(46/66) Agency inquiry for albumin; insecticides; perfume essences. E.S.B. 8972/66.
(46/66) Agency inquiry for cinematographic, photographic and optical equipment; stationery items. E.S.B. 8916/66.
(46/66) Agency inquiry for floor coverings; forestry equipment; medical and scientific instruments. E.S.B. 8973/66.
(47/66) Agency inquiry for medical instruments and accessories. E.S.B. 8888/66.
(49/66) Agency inquiry for tractors. E.S.B. 9636/66.
(50/66) Agency inquiry for blankets; staple fibre; woollen fabrics; yarns. E.S.B. 9932/66.

**Iraq/United Arab Republic (Egypt)**
(49/66) Trade Agreement. C.R.E. 1134/G.

**Israel**
(48/66) Agency inquiry for bubble gum; liquorice sweets. E.S.B. 9484/66.
(48/66) Agency inquiry for laboratory glassware and machinery. E.S.B. 8420/66.
(49/66) Agency inquiry for kippers. E.S.B. 9496/66.
(49/66) Agency inquiry for steel sheets. E.S.B. 9635/66.
(49/66) Agency inquiry for surveying instruments and equipment. E.S.B. 9451/66.
(50/66) Agency inquiry for car accessories and mascots; chemicals; domestic appliances and gadgets; record players; tape recorders; tableware and cutlery. E.S.B. 1586/66.
(48/66) Inquiry for asbestos sheets. E.S.B. 4430/66.
(48/66) Inquiry for industrial plastics products. E.S.B. 9612/66.
(50/66) Inquiry for safety pins. E.S.B. 9758/66.

**Italy**
(50/66) Agency inquiry for clothing; dressmaking trimmings and accessories; hosiery and knitwear. E.S.B. 9736/66.
(50/66) Agency inquiry for clothing; knitwear. E.S.B. 9735/66.
(50/66) Agency inquiry for transfers and accessories for pottery industry. E.S.B. 9921/66.
(51/66) Inquiry for foodstuffs. E.S.B. 9997/66.

**Italy/Syria**
(48/66) Trade Agreement. G.R.E. 8662/G.

**Jamaica**
(49/66) Inquiry for moulds and raw materials for plastics manufacture. E.S.B. 9680/66.

**Kenya**
(48/66) Inquiry for P.V.C. leather cloth. E.S.B. 9109/66.
(49/66) Inquiry for cuff-links; foundation garments; handbags lingerie; slacks; surgical dressings. E.S.B. 7885/65.

**Kuwait**
(47/66) Inquiry in respect of refuse collection vehicles. E.S.B. 9024/66.
(48/66) Inquiry for building materials; fittings and installations; gymnasium equipment; theatre equipment; TV equipment. E.S.B. 42419/65.

**Malawi**
(48/66) Agency inquiry for builder's hardware; stationers' supplies. E.S.B. 8197/66.

**Malaysia**
(48/66) Inquiry in respect of galvanised iron pipe factory. **E.S.B. 8978/66.**

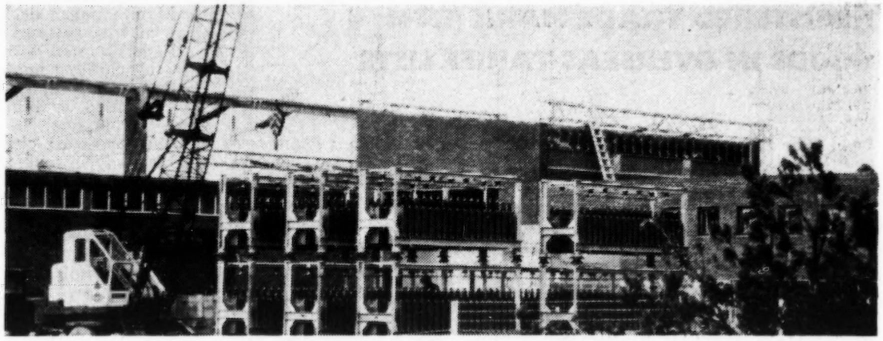
**New Zealand**
(48/66) Inquiry for lighting fittings. E.S.B. 9152/66.
(51/66) Manufacture under licence – steel furniture. E.S.B. 3665/66.

**Sudan**
(50/66) Inquiry for abattoir plant and equipment. E.S.B. 9604/66.

**Sweden**
(49/66) Agency inquiry for women's clothing. E.S.B. 5557/66.

**Switzerland**
(49/66) Agency inquiry for prefabricated buildings. E.S.B. 9753/66.
(49/66) Inquiry for alginates. E.S.B. 9482/66.

**Thailand**
(50/66) Inquiry for soap-making machine. E.S.B. 9256/66.



*The first of two BICC 25 MVAr three-phase capacitor banks for system reactive power compensation in the Hasle substation, near Oslo, of the Norges Vassdrags-Og Elektrisitetsvesen being erected under the supervision of British Insulated Callender's Construction Co. Ltd. Now in commission, these capacitor banks will be featured on an illustrated display panel on BICC's stand No. A.7 at the British Trade Fair, Oslo.*

**Norway**
(46/66) Agency inquiry for clothing. E.S.B. 29906/65.
(49/66) Agency inquiry for toys. E.S.B. 9292/66.

**Pakistan**
(47/66) Inquiry for automotive spare parts. E.S.B. 9231/66.
(48/66) Inquiry for paper. E.S.B. 8946/66.

**Poland**
(49/66) Inquiry for tachometers. E.S.B. 9127/66.
(51/66) Inquiry for watch-making tools and instruments. E.S.B. 9708/66.

**Portugal**
(50/66) Agency inquiry for electric motors; pumps. E.S.B. 9961/66.
(51/66) Inquiry for welding electrodes, plant and equipment; steel. E.S.B. 46484/65.

**South Africa**
(46/66) Agency inquiry for curtaining and dress material. E.S.B. 44952/65.
(48/66) Agency inquiry for carpets; crockery; curtain material; upholstery fabrics. E.S.B. 9107/66.
(49/66) Agency inquiry for leather sweat bands for hats. E.S.B. 9110/66.
(50/66) Agency inquiry for curtain and dress material. E.S.B. 9944/66.

**Spain**
(47/66) Inquiry for jams; marmalade. E.S.B. 9167/66.

**Trinidad/Tobago**
(49/66) Agency inquiry for biscuits and confectionery. E.S.B. 3079/66.

**Tunisia/Finland**
(51/66) Trade Agreement. C.R.E. 7869/G.

**Tunisia/West Germany**
(50/66) Trade Agreement. C.R.E. 7341/G.

**Turkey**
(48/66) Agency inquiry for agricultural pharmaceuticals. E.S.B. 8830/66.
(47/66) Inquiry for traffic control equipment. E.S.B. 9405/66.

**United States of America**
(49/66) Inquiry for baby products; clocks; giftware; glassware; pharmaceutical products; rubber goods; sports equipment and toys; stationery items. E.S.B. 6522/66.
(49/66) Inquiry for golf gloves; swivels. E.S.B. 8228/66.
(49/66) Inquiry for lino-type metal. E.S.B. 9452/66.
(50/66) Inquiry for chemicals. E.S.B. 9922/66. E.S.B. 9902/66.
(50/66) Inquiry for E.P.N.S. ware; glassware. E.S.B. 8342/66.

**Yugoslavia**
(48/66) Inquiry for non-ferrous metals. E.S.B. 9177/66.

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# Tariff, Customs and Import Regulations in overseas countries

## REGISTERED TRADE MARK (RTM) GOODS IN OVERSEAS TARIFF LISTS

*The Lists of Tariff, Customs and import regulations changes in overseas countries published in this section of the Journal sometimes contain words which are registered trade marks in the United Kingdom. So far as is practicable, all lists of goods are checked before publication from this point of view.*

*Items which fall into this category will now be preceded by the letters 'r t m'. Readers of the Journal should note that this prefix signifies that the words are registered as trade marks in the United Kingdom, but that in the present context they are assumed to refer generally to products of the description stated in brackets.*

*While every attempt will be made to ensure that the scrutiny is complete, the lists may contain other words which are registered as trade marks in the United Kingdom or in other countries but which it has not been possible to identify.*

## NEW ZEALAND

### *Customs tariff review on some goods*

The New Zealand Ministry of Customs has announced that it intends to review the decisions of the Minister approving the admission of certain goods under Item 448 (3) of the former Tariff (although the new tariff came into force on July 1, 1962, provision has been made for the continuation of these concessions until June 30, 1966).

The Minister has now decided that goods approved under Item 448 (3) which are subject to the same or lower rates of duty in the present Tariff will revert to the substantive items from March 31, 1966.

Anyone wishing to make representations for or against any of the remaining goods being approved for further concessionary entry under Part II of the present Tariff should do so in writing to the Comptroller of Customs, Private Bag, Wellington, on or before March 31, 1966, clearly marking submissions '448 Review' and quoting the relevant decision in full. Separate submissions should be made under each decision reference.

The following goods are covered by this review:

- Padding, cotton or hessian backed, Andpre patent, made up from strips of padding sewn to a backing of hessian or cotton
- Paints –
  - Catalysts and stabilizers for use with synthetic resins in the manufacture of paints
  - Nuade, Nuact and Nuomix pastes
  - Nuodex Cobalt 254
  - Stabilizer A5 and D22
  - V1691 varnish plasticizer
- Pandurol mould growth inhibitors
- Paper making –
  - Bleaching agents specially suited for bleaching paper
  - Chemicals declared by a manufacturer for use by him solely for making sensitized surfaces
  - Copaco splicing film for joining broken reels of paper during manufacture
  - Nopco ESI paper coating compound
  - Paper of approved qualities, declared by a manufacturer for use by him only in making toilet paper
  - Paper, tissue, uncoated on declaration by a manufacturer for use by him in making stencils
  - Rosin size, a liquid glaze
- Patches being pieces of rubberized fabric, bevelled or otherwise shaped, and whether or not coated with adhesive, specially made for repairing fire hose
- Patterns or Templates –
  - Letters or figures, metal, for making patterns or castings declared (a) by a manufacturer for use by him only for such purposes or (b) by an importer that they will be sold by him only to manufacturers for use by them only for such purposes
  - Manila paper declared by a manufacturer for use by him only in making patterns for shoes
  - Paper printed with an all-over design (such as + and –) for use by clothing manufacturers in making patterns
  - Patterns for apparel on declaration by a manufacturer that they will be used by him only as designs for the manufacture of patterns for apparel
- Pectin, apple or citrus, when declared by a manufacturer for use by him only in making jams, jellies, cordials, aerated waters or ice cream topping
- Pectin, powdered, when declared by a manufacturer for use by him only in making liquid pectin
- Pectinol A and M
- Pectinols 5-B, RA-5, 10-M, 100-D, R-10, and 59-L
- Pentaerythritol
- Perambulators
  - Cane matting
  - Fringe edging when cut into lengths not exceeding 50 inches and declared by a manufacturer for use by him only for perambulator trimming
  - Stampings, iron, raw and not built up, specially suited for making perambulators
- Permasan WR (Monsanto)
- Petroleum jelly declared by a manufacturer for use by him only for –
  - (1) Rope batching
  - (2) Making rubber goods
- Petroleum jelly imported in bulk when declared by a manufacturer –
  - (a) for use by him only in making veterinary medicines compounded in accordance with approved formulae and (b) that the veterinary medicines so compounded will not be repacked into packages of a less net weight than ½ lb
  - (The label affixed to any retail package containing petroleum jelly medicated in accordance with the above decision, shall contain the following words in bold sans serif capital letters of not less than 8 points full face measurement **MEDICATED PETROLEUM JELLY FOR VETERINARY USE ONLY**)
- Petroleum jelly when declared by a manufacturer for use by him only in making cheese coating
- Petrosul C745 and C750 mineral oil sulphonates
- Phenyl glycidyl ether
- Phenyl mercuric acetate
- Photographic –
  - Cassette shells and spools declared by a manufacturer for use by him only in spooling films
- Phthalic anhydride
- Pigments, metallic, dampened with mineral oil
- Pinions or gear wheels –
  - Blanks of rawhide, fibre, impregnated laminated canvas or similar material, not including metal blanks, for making pinions or gear wheels
- Piperidine
- Plastic sheet
  - Paper, printed or unprinted, declared by a manufacturer for use by him only in making laminated plastic sheet
- Plasticware –
  - Foils, being resin impregnated paper shapes printed with flowers or other motifs, for incorporation in plastic articles for decorative purposes
- Platedware and cutlery –
  - Knife blades, stainless steel, mirror finished, on declaration by a manufacturer for use by him only in making knives in which the handles are produced in New Zealand from local woods or by plastic moulding
  - Handles, knife, of bone or xylonite, unbored

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## Countries grouped by continents

The use of an alphabetical sequence as an easy reference has been found impracticable in the compilation of the Tariff, Customs and Import Regulations of overseas countries. Every attempt is made therefore to group countries by Continents as far as possible. The leading notice is selected on the basis of its overall importance to traders. The fact that a country occasionally appears out of context arises from technical modifications unavoidable in the making-up of these pages.

Knobs and nuts, turned, also cake dish joints, handles and egg cup feet in the rough

Stampings and spinnings, other than fork and spoon blanks, not built up, of metal other than precious metal, once buffed, declared by an electroplater for plating by him

Examples

Stampings with a trade name stamped thereon. Trays in the form of rough stampings which have subsequently been chased

Stampings, knife handle, in halves with edges mitred for jointing, but otherwise unworked and knife blades, stainless steel, with mirror finish, for manufacture into knives using such stampings

Trays or dishes of nickel silver, once buffed, with edges turned over, to be subsequently plated

The term 'once buffed' is to include only the buffing which is done to determine whether or not the stampings are free from flaws. Trays or dishes built up in any way, e.g. with base or stand attached, are not admissible under this decision

Plywood, impregnated with synthetic resin, of approved qualities

Approved –

Hy-du-lignum

Permali

Details of the substantive tariff rates can be seen at Room E54, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 468). Trade associations thought to be interested have been informed and it is suggested that any British firm wishing to make representations might get in touch with its trade body.

Firms proposing to submit independent representations and requiring further information should approach the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2320), quoting reference CRE 11806/G.

Any British firm or trade association intending to make representations is asked to advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1.

This list may possibly contain words which are registered as trade marks in relation to certain kinds of goods.

## AUSTRALIA

### *Tariff proposals for motor vehicles and components*

FOLLOWING consideration of the Tariff Board's report on Motor Vehicles and Concessional Admission of Components the Australian Government have adopted the tariff proposals detailed below.

**Complete motor vehicles**

If, after July 1, 1966, imports of passenger cars and station wagons (excluding four-wheel drive vehicles) averaged over the 24 months

*(Continued on next page)*

*A man-made oasis at Broken Hill, 726 miles from Sydney and deep in the heart of the arid Australian desert, has sprung up over a number of years and now has a thriving community of miners and their families. The Broken Hill Water Board have recently added a Whitlock 605 Excavator-Loader, complete with sunshade, to their plant fleet in order to maintain the network of pipes and to extend further their services to the growing population.*

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**AUSTRALIA,** *continued*

ending June 30, 1966, or a 24 month period to the end of any subsequent month, reach 7·5 per cent of new registrations of passenger cars and station wagons in Australia in the same period, the rates of import duty will be raised permanently to 35 per cent Preferential; 45 per cent General.

The percentage of imports of passenger cars and station wagons to new registrations was 6·64 up to the end of July 1965 and 7·32 up to the end of December 1965.

It is understood that should the percentage of imports of passenger cars and station wagons to new registrations not reach 7·5 by July 30, 1966, the substantive rates of duty will nevertheless be raised to 35 per cent Preferential and 45 per cent General. However, the passenger cars and station wagons in question will, after that date, be admitted under By-law at the rates of duty now in operation, i.e. 25 per cent Preferential, 35 per cent General, until such time as the ceiling of 7·5 per cent of new registrations is reached, when the By-law will be cancelled.

**Components for use as original equipment**

Concessional entry of components under By-law will continue to be allowed to Australian manufacturers for those vehicles in respect of which the manufacturer has undertaken or who will undertake to increase the local content to 95 per cent of the total value over a maximum of five years.

Australian motor vehicle assemblers who do not want to achieve virtually full local content will continue to be allowed to import components under By-law provided the assemblers undertake to achieve a stipulated local content increasing with volume. This concession is limited to assembled vehicles whose volume does not exceed 7,500.

The local content provisions are as follows:

| Annual volume of production | Minimum local content to receive concession |
|---|---|
| | % |
| 1 – 2,500 | 45 |
| 2,501 – 5,000 | 50 |
| 5,001 – 7,500 | 60 |

The new arrangements will operate as from July 1, 1966. Assemblers entering cars under the new plans will from that date be allowed 12 or 18 months (depending on the existing local content figure for the car concerned) to achieve the required minimum content.

In the interim period before July 1, 1966, manufacturers and assemblers will be allowed to enter normal requirements of components under existing By-law provisions.

Any inquiries about this notice should be addressed to the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting references CRE 13594/63 and 5696/64.

## *Revision of customs by-laws*

THE AUSTRALIAN Department of Customs and Excise have announced changes in the By-laws shown below:

**Amended By-laws**

The following By-laws have been amended to apply to the goods as shown:

| Goods | Classification and Duty under the British Preferential Tariff | |
|---|---|---|
| | Tariff Item | Rate of Duty |
| HANDLES, for use in the manufacture of ladies' handbags, under security | 74.19 | Free |
| AUGERS, other than of Scotch pattern<br>AUGERS, solid centre, Scotch pattern | 82.04 | Free |

**Cancelled By-laws**

The following goods are removed from the provisions of By-law entry and will now be classified as indicated below:

| Goods | Classification and Duty under the British Preferential Tariff | |
|---|---|---|
| | Tariff Item | Rate of Duty |
| MEDICAMENTS (including veterinary medicaments): Sodium aurothiomalate | 30.03 | |
| LIGHTS, marker, disposable, which become functional only when immersed in water, for use in connection with life saving, under security | 36.05.900<br>85.10.910<br>85.10.990 | 17½%<br>10% and $0·15 each<br>10% |
| EXTINGUISHERS, chemical, other than hand fire extinguishers, under security | 38.17.100<br>38.17.200 | 27½% plus 5% Primage Duty |
| LIFE BELTS, for use in connection with life saving, under security<br>LIFE JACKETS, of a kind designed solely or principally for installation on ships or in aircraft, for emergency purposes, under security | Various | Various |
| LADDERS, fire escape and fire, for use in connection with fire extinction or life saving, under security | Various | Various |
| FABRICS, composed wholly of cotton or of silk, or of any mixture of cotton, silk or man-made fibres, and not containing 20% by weight or more of man-made fibres, for use in the manufacture of brassieres, torsolettes, corsets, corsolettes or pantie girdles, under security | 58.10.100<br>58.10.900 | 5%<br>10% |
| BIT ASSEMBLIES, rock cutting, rotary, comprising reaming stabilizer partly of tungsten carbide, bit blades of tool steel and tungsten carbide combined, bit shanks, locking bowls, and adaptors | 84.23.910 | 7½% plus 5% Primage Duty |
| EXPLODING MACHINES, hand operated, as used in connection with the exploding of blasting charges | 85.01 | |

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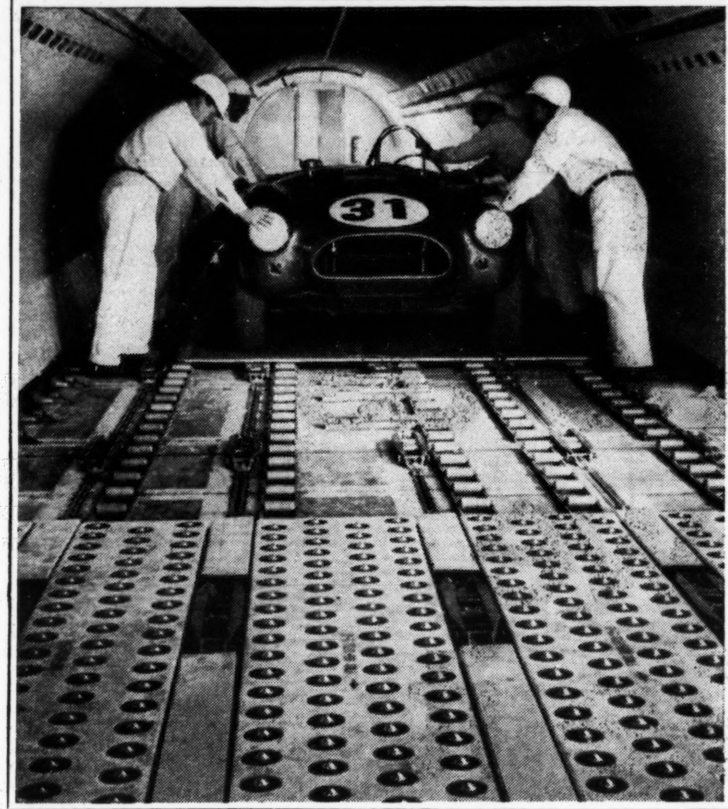

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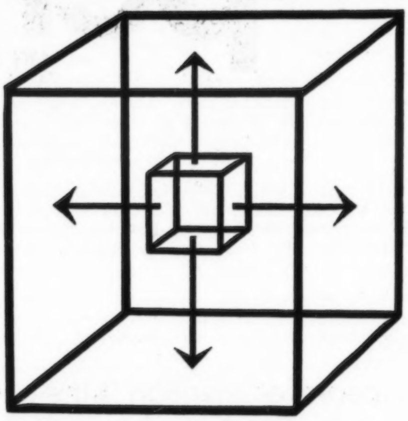

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## Tariff Board Inquiry

THE AUSTRALIAN Minister for Trade has referred to the Tariff Board for inquiry and report the question whether assistance should be accorded the production of **channel tuners and deflection yokes for TV receivers.** (Tariff Items 85.15.300, and 500, 85.21.131 and 132).

This reference is of Departmental origin.

Details of the Tariff Items under which the above-mentioned goods are dutiable are given below:

| Tariff Item | Goods | Rates of Duty | |
|---|---|---|---|
| | | General | Preferential |
| 85.15 | Radiotelegraphic and radiotelephonic transmission and reception apparatus; radio-broadcasting and television transmission and reception apparatus (including those incorporating gramophones) and television cameras; radio navigational aid apparatus, radar apparatus and radio remote control apparatus: | | |
| 85.15.100 | *Radio broadcast receivers, with or without sound recorders and reproducers, assembled and complete (including partly assembled or incomplete goods that the Minister directs shall be treated as assembled and complete). | 45%, and $10 each | 27½%, and $10 each |
| 85.15.200 | *Television receivers designed for the reception of signals without line connection, with or without radio broadcast receivers and sound recorders and reproducers, assembled and complete (including partly assembled or incomplete goods that the Minister directs shall be treated as assembled and complete). | In respect of the picture-tubes – 12½%; in respect of the remainder of the goods – 45%, and $50 each | In respect of the picture-tubes – Free; in respect of the remainder of the goods – 27½%, and $50 each |
| 85.15.300 | Channel tuners for television receivers of a kind falling within sub-item 85.15.2, assembled and complete (including partly assembled or incomplete channel tuners that the Minister directs shall be treated as assembled and complete). | In respect of the valves – 45%, or if higher, $0·375 each; in respect of the remainder of the goods – 45%, or if higher, $2·50 each, and 17½% | In respect of the valves – 27½%, or if higher, $0·25 each; in respect of the remainder of the goods – 27½%, or if higher, $2·50 each |
| 85.15.500 | Parts for goods of a kind falling within sub-item 85.15.1, 85.15.2 or 85.15.3. | 45% | 27½% |
| 85.21 | Thermionic, cold cathode and photo-cathode valves and tubes (including vapour or gas filled valves and tubes, cathode-ray tubes, television camera tubes and mercury arc rectifying valves and tubes); photocells; mounted transistors and similar mounted devices incorporating semi-conductors; mounted piezo-electric crystals: | | |
| 85.21.1 | Cathode-ray tubes: | | |
| 85.21.110 | *Picture tubes of a kind used in television receivers. | 12½% | Free |
| 85.21.13 | Deflection yokes for goods of a kind falling within paragraph 85.21.11: | | |
| 85.21.131 | Complete or substantially complete yokes. | 45%, or if higher, $1 each, and 17½% | 27½%, or if higher, $1 each |
| 85.21.132 | Parts, not being goods falling within sub-paragraph 85.21.131. | 45% | 27½% |
| | * Shown for information only; not part of the reference. | | |

This matter has been reported by telegraph by Her Majesty's Minister (Commercial) at Canberra, who has been asked by the Australian authorities to notify them at the earliest possible date if any United Kingdom interests propose to tender evidence. In accordance with normal procedure, notification in this instance should be given to the Australian authorities **not later than April 4.** Before this date, therefore, United Kingdom Trade Associations or firms intending to submit evidence to the Tariff Board should so advise the Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, London, S.W.1, quoting reference No. CRE 647/66.

### OVERSEAS CABLES

*The attention of British firms is drawn to the necessity of including their name and full postal address when cabling an overseas firm for the first time. There is no comprehensive directory of cable addresses, and commercial departments in British Embassies are often unable to help local firms who ask them to trace British firms from their cable address.*

### ANGLO-PERUVIAN TRADE BULLETIN

*A regular monthly printed commercial bulletin is now being produced under the joint auspices of HM Embassy and the Peruvian British Trade Centre. The bulletin is distributed free. Firms in Britain who may have interests in the Peruvian market are invited to advertise in this bulletin. Details, Embajada Britanica, Casilla 854, Lima.*

## CHILE

## Temporary import concessions

HM EMBASSY in Santiago has reported that by Decree No. 412 of the Ministry of Finance, which was promulgated in the *Official Gazette* on February 18, the customs duties on propyl and butyl alcohols (Customs Item No. 736) was reduced to $0·05 gold per legal kilogram and the *ad valorem* tax was reduced to 3 per cent. Both of these reductions are effective until December 31, 1966.

## PERU

## Amendments to import tariff

IT HAS BEEN reported in the Peruvian Journal *El Peruano* of January 29, 1966, that Supreme Resolution No. 54-H has modified the nomenclature and duties referring to woven ribbons of parallel and gummed threads or fibres.

**Article 1.** Within sub-position 1 (Woven ribbons) of Position 58.05 of the Import Tariff (Woven ribbons and ribbons without weft, of parallel and gummed threads or fibres, excluding articles in Position 58.06), the following Tariff Item is created:

| Item | Description | *Ad val.* duty | New Specific duty (Soles per kilo) |
|---|---|---|---|
| 58.05.1.07 | Of cotton without selvage, up to 13 mm. in width, exclusively for the manufacture of inked ribbons for typewriters, comptometers and the like . . . . . | 30% | 12·00 |

In order to import this material prior certification from the Directorate of Industries and Electricity is necessary, guaranteeing that it is a case of a manufacturing enterprise registered for the production of inked ribbons for typewriters and the like.

**Article 2.** The items in Position 98.08 of the Import Tariff (Ribbons impregnated with ink or colouring materials mounted or not upon reels, for typewriters, calculating machines and the like, pads impregnated or not, with or without box), are modified to read as follows:

| Item | Description | *Ad val.* duty | New specific duty (Soles per kilo) |
|---|---|---|---|
| 98.08.0.01 | Ribbons up to 13 mm. in width, with one colour or more . . . . . . . . | 30% | 60·00 |
| 98.08.0.11 | Pads . . . . . . . . | 30% | 10·00 |
| 98.08.0.99 | Others . . . . . . . . | 30% | 15·00 |

**Article 3.** The provisions of Article 1 of this Resolution shall come into force 30 days after publication in the Peruvian Journal.

**Article 4.** The increase of duties established by Tariff Item No. 98.08.0.01 which is the subject of Article 2 of this Resolution shall come into force 90 days after publication in the Peruvian Journal.

**Article 5.** The Directorate of Industries and Electricity shall in accordance with Articles 183 and 186 of Law of Industrial Promotion No. 13270, carry out periodically the revision of the plan for tariff protection dealt with in Article 2 of this Resolution, to see if the increased duty is excessive and, in consequence, the said protection is not sufficient. In this case the Government, after hearing the views of the above Directorate and of the Higher Council of Industries, shall reduce the duty to an appropriate level, in conformity with Articles 45 and 47 of the Law of Industrial Promotion No. 13270.

## JAMAICA

### Import licensing arrangements

THE LIST OF EXCEPTIONS to the Jamaica General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by the deletion of item 99 and the substitution of the following:

99. Cosmetics as follows:—
- (i) Hair preparations of all types;
- (ii) Creams of all types (excluding face creams)
- (iii) Lotions of all types (excluding face lotions);
- (iv) Toilet waters, bath salts and bath oils;
- (v) Perfume and cologne;
- (vi) Powders of all types (excluding face powder);
- (vii) Deodorants.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

### Industrial Incentives Law, 1956

THE FOLLOWING products have been declared 'approved products' for the purposes of the Jamaican Industrial Incentives Law, 1956.

Rolled oats and ready to eat breakfast cereals made from corn or rice or other edible grain, and metal kitchen sinks.

A notice that consideration was being given to designate these products appeared in the *Board of Trade Journals* dated January 21 and February 18, pages 157 and 412 respectively.

Application for the status of 'approved product' and 'approved manufacture' are processed by the Jamaican Industrial Development Corporation, 4 Winchester Road, Kingston 10, Jamaica (PO Box 505). It would be appreciated if firms writing to the Industrial Development Corporation, would copy their initial correspondence to the British High Commission, Commercial Department, PO Box 393, Kingston, Jamaica.

Inquiries about the above notice should be addressed to the Board of Trade, Commercial Relations and Exports Department, 1-19 Victoria Street, London, S.W.1. (Tel. Abbey 7877, Ext. 2273).

### Import licensing arrangements

THE LIST of exceptions to the Jamaica Open General Licence (see *Board of Trade Journal* of April 24, 1964, page 925) has been further amended by:

- (i) The deletion from Item 42 (metal, manufactures of) of paragraph (e) and the substitution of the following:
  - 42 (e) For use in making furniture and inner-spring mattresses, as follows: formed or stamped chair seats and backs, semi- or pre-formed tubing, castings, roll-formed sections, wire mesh and helicals for bed-springs, springs and spring assemblies for upholstered furniture and inner-spring mattresses.
- (ii) The addition of the following new item:
  - 123 Containers and drinking cups of paper (whether of varnished, waxed or plastic coated paper, paper board or cardboard) for ice-cream, milk, fruit juices or other liquid, solid or semi-solid foods.

Inquiries about the above notice should be addressed to the Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4 (Tel. City 5757, Ext 471).

## TRINIDAD AND TOBAGO

### Alteration of import duties and purchase tax on motor vehicles

THE TRINIDAD AND TOBAGO Customs Tariff has been amended.

(a) by substituting for items 732-01.01, 732-01.02, 732-01.09 and 732-03.2 the following:

(*Continued on next page*)

GEEST LINE

FOR THE

FAST DIRECT SERVICE

TWICE EVERY WEEK TO

BARBADOS & THE WINDWARDS

Dominica 8 days ■ Barbados 9 days

Grenada 11 days ■ St. Lucia/St. Vincent 12 days

Sailing from PRESTON & BARRY

Head Office: Geest Industries Ltd., Spalding, Lincs. Tel: Spalding 3901
Grams: Geest, Telex, Spalding. Telex 32235
Port Offices: No. 2 Dock, Barry, Glamorgan. Tel: Barry 4121. Telex 49428
Albert Edward Dock, Preston, Lancs. Tel: Preston 29261. Telex 67642

Agents:
Killick, Martin & Company Ltd., Dunster House, Mark Lane, London, EC3. Tel: Mincing Lane 3100. Telex 28424
Killick, Martin (Southampton) Ltd., Havelock Chambers, Queens Terrace, Southampton. Tel: 28771 Telex 47633
A. H. Seale & Company Ltd., St. Martin House, Bull Ring, Birmingham, 5. Tel: Midland 9051
R. M. Beveridge & Company Ltd., 200 St. Vincent Street, Glasgow, C1. Tel: Central 3615/6. Telex 778118
54 Commercial Street, Dundee. Tel: Dundee 22131. 64 Constitution Street, Leith, Edinburgh. Tel: Leith 1557

| Item No. | Class or Description of Goods | UNIT | | RATE OF DUTY | |
|---|---|---|---|---|---|
| | | For Classification | For Duty | Preferential Tariff | General Tariff |
| 732-01-011 | Motor cars (not exceeding 3,000 lb. in weight complete | 100 lb. No. | value | 25% | 30% |
| 732-01-012 | Motor cars (not exceeding 3,000 lb. in weight) completely knocked down for assembly in plants approved for the purpose by the Minister of Industry and Commerce | 100 lb. No. | value | Nil | 5% |
| 732-01-021 | Motor cars (exceeding 3,000 lb. in weight) complete | 100 lb. No. | value | 25% | 30% |
| 732-01-022 | Motor cars (exceeding 3,000 lb. in weight) completely knocked down for assembly in plants approved for the purpose by the Minister of Industry and Commerce | 100 lb. No. | value | Nil | 5% |
| 732-01-09 | Station wagons and other passenger road motor vehicles (other than buses or motor cycles) | 100 lb. No. | value | 25% | 35% |
| 732-03-21 | Buses, trucks lorries, and road motor vehicles packed semi-knocked-down n.e.s. (except Items under sub-groups 732-01 and 732-02) | 100 lb. No. | value | 10% | 20% |
| 732-03.22 | Buses, trucks, lorries and road motor vehicles packed completely knocked down for assembly in plants approved for the purpose by the Minister of Industry and Commerce (except Items under sub-groups 732-01 and 732-02) | 100 lb. No. | value | 5% | 15% |

(b) by substituting for the rates of duty '20 per cent' and '30 per cent' set out opposite Item No. 732-03.1 the rates of duty '25 per cent' and '35 per cent' respectively;

The levy (commonly known as purchase tax) on the retail prices of motor cars has been revised at the following rates:

| | |
|---|---|
| Under TT $4,000 | 10% |
| $4,000 to $4,999 | 20% |
| $5,000 to $6,999 | 30% |
| $7,000 and over | 40% |

Inquiries about the above notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

## ST. LUCIA

### *Package tax*

ST. LUCIA has introduced a tax of E.C. $0.10 upon every package imported into the Island, or taken out of bond for consumption in the Island, effective from January 1, 1966.

In relation to the commodities listed below, 'package' includes the quantity or amount, or any part thereof, as set out in the second column of the list.

| | |
|---|---|
| Asbestos cement corrugated roofing sheets, asbestos cement pipes and ridgings | 10 |
| Bars and Rods of Copper or Brass | 100 lb. |
| Bars, rods and hoops of iron or steel | 100 lb. |
| Beer in bottles or tins | 72 reputed pts. |
| Bricks, tiles and slates | 250 |
| Buckets, pails and tubs or metal | 6 |
| Butter and butter substitutes | 100 lb. |
| Cattle and animal foods:— | |
| Bran and pollard | 80 lb. |
| Oilmeal and oilcake | 125 lb. |
| Other kinds | 100 lb. |
| Cement | 400 lb. gross |
| Charcoal | ½ ton |
| Cocoa | 100 lb. |
| Coal | 1 ton |
| Coffee, raw | 136 lb. |
| Copra | 560 lb. |
| Firewood | 1 ton |
| Fish:— | |
| Dried, salted or smoked | 448 lb. |
| Dutch stoves | 6 |
| Flour and Meal:— | |
| Flour, Wheaten or Rye | 196 lb. |
| Maize or Cornmeal | 98 lb. |
| Grain:— | |
| Corn | 110 lb. |
| Oats | 160 lb. |
| Rice | 180 lb. |
| Lard and Lard substitutes | 100 lb. |
| Machinery | 5 cwt. |
| Manures | 560 lb. |
| Meal-canned | 36 lb. |
| Metals:— old | |
| Brass, Copper, Iron, Pewter, etc. | 560 lb. |
| Milk, condensed or evaporated | 6 cases of 48 lb. each |
| Oils:— | |
| Crude Petroleum | 560 lb. |
| Motor Spirits | 60 gallons |
| Kerosene Oil | 60 gallons |
| Fuel Oils | 560 lb. |
| Paint | |
| Piles, bends, junctions and gullies of cast iron or salt glazed for sanitary purposes | 10 lb. |
| Pots-Iron or Earthenware | 12 lb. |
| Salt-Fine | 190 lb. |
| Coarse and Rock Salt | 560 lb. |
| Seeds, Beans and Nuts for expressing oil therefrom | 560 lb. |
| Soap, common including laundry, polishing and soft-soap | 50 lb. |
| Wood and Timber unmanufactured | 500 superficial ft. of 1 in. or less in thickness |
| Naves, felloes, spokes, paling staves and unsquared posts | 1 dozen |
| Shingles | 1,000 |
| Shooks and staves to be manufactured into biscuit barrels or packages of similar size and shape | 72 |
| Other Shooks and Staves | 36 |
| Oxbows | 1 dozen |
| Truss Hoops | Set of nine |

Passengers personal luggage etc. and all goods imported by the Government for the public uses of the Island and all goods imported by any town or village council, Cable and Wireless (West Indies) Limited, the Saint Lucia Electricity Services Limited, the Central Water Authority, the University of the West Indies, the Rockefeller Foundation and recognised religious bodies or charitable organizations approved by the Administrator in Council are exempt from the tax.

Inquiries about the above notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House. 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 471).

## ICELAND

### *Liberalization of trade*

THE ICELANDIC Ministry of Commerce have announced that the following items were liberalized as from January 21, 1966.

| Customs Tariff No. | Commodity |
|---|---|
| 11.07.00 | Malt, roasted or not |
| 11.08.01-<br>11.08.02 | Potato starch |
| 12.05.00 | Chicory roots, fresh or dried, whole or cut, unroasted |
| 12.06.00 | Hop cones and lupulin |
| 17.01.27 | Candy sugar |
| 17.02.01 | Glucose |
| 20.03.00 | Fruit preserved by freezing, containing added sugar |
| 25.20.01-<br>25.20.09 | Gypsum, anhydrite, calcined gypsum |
| 36.06.00 | Matches (excl. Bengal matches) |
| 44.05.19 | Coniferous wood, sawn lengthwise, sliced or peeled, but not further prepared, of a thickness exceeding five millimetres. |
| 44.13.19 | Coniferous wood, planed, tongued, grooved, rebated, chamfered, V-jointed, centre V-jointed, beaded, centre-beaded or the like, but not further manufactured, excluding deck boards of oregon-pine, pitch pine or douglas fir, 3 x 5 inches or thicker |
| Ex 58.01.00 | Carpets, carpeting and rugs, knotted |
| Ex 58.02.00 | Other carpets, carpeting, rugs, mats and matting and Kelem, Schumacks and Karamanie rugs and the like |
| 60.03.02 | Stockings, understockings, socks, ankle-socks, sockettes and the like knitted or crocheted, not elastic not rubberised, of silk or artificial fibres |
| 60.03.04 | Stockings, understockings, socks, ankle-socks, sockettes and the like, knitted or crocheted of cotton |
| 60.04.02 | Undergarments, knitted or crocheted of cotton, not elastic nor rubberized |
| 61.03.01-<br>61.03.09 | Men's and boy's undergarments, including collars, shirt fronts and cuffs of cotton |
| 61.04.01 | Women's, girls' and infants' undergarments of cotton woven fabrics |
| Ex 64.01.09 | Footwear with outer soles and uppers of rubber |
| Ex 64.02.01 | Footwear with outer soles of rubber for women and children |
| 64.02.02 | Canvas shoes without heels |

(*Continued on next page*)

## ICELAND, *continued*

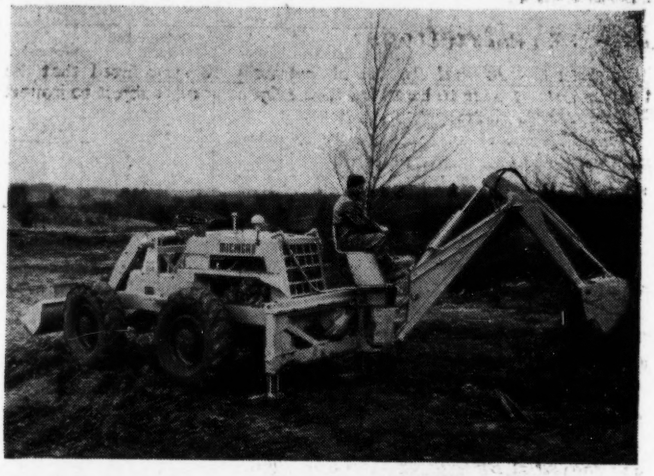
| Customs Tariff No. | Commodity |
|---|---|
| 64.02.09 | Other footwear with outer soles of rubber but not with outer soles of leather |
| 68.08.00 | Articles of asphalt or of similar material (for example, of petroleum bitumen or coal tar pitch) |
| 68.09.00 | Panels, boards, tiles, blocks and similar articles of vegetable fibre, of wood fibre, of straw, of wood shavings or of wood waste, agglomerated with cement, plaster or with other mineral binding substances |
| Ex 68.11.01<br>Ex 68.11.09 | Articles of cement (incl. slag cement), of concrete or of artificial stone (incl. granulated marble) agglomerated with cement, reinforced or not, excluding rollers |
| 68.12.01<br>68.12.09 | Articles of asbestos-cement, of cellulose fibre-cement or the like |
| 68.16.02-<br>68.16.09 | Articles of stones or of other mineral substances |
| 69.06.00 | Piping conduits and guttering (incl. angles, bends and similar fittings) |
| 70.10.01-<br>70.10.09 | Bottles, jars, pots and similar containers of glass |
| 70.21.09 | Other articles of glass |
| 73.10.11 | Wire rod used in manufacturing of nails |
| 73.10.19 | Other wire rod |
| 73.10.21-<br>73.10.22 | Bars and rods of iron or steel, hot rolled |
| 73.11.10-<br>73.11.20 | Angles, shapes and sections of iron or steel, hot rolled, forged, cold formed or cold-finished |
| 73.13.10 | Sheets and plates of iron or steel, hot rolled or cold rolled more than 4·75mm in thickness |
| 73.13.20 | Sheets and plates of iron or steel 3mm or more, but not more than 4·75mm in thickness |
| 73.13.30 | Sheets and plates of iron or steel less than 3mm in thickness |
| 73.13.40 | Tinned plates and sheets |
| 73.13.59 | Other sheets and plates of iron or steel |
| 73.14.00 | Iron or steel wire, whether or not coated but not insulated |
| 73.15.67-<br>73.15.71 | Alloy steel, wire rod and bars |
| 73.15.72-<br>73.15.75 | Alloy steel, angles, shapes and section |
| 73.15.76-<br>73.15.77 | Alloy steel. Plates and sheets more than 4.75mm of thickness |
| 73.15.78 | High carbon steel. Plates and sheets 3mm - 4·75mm of thickness |
| 73.15.79 | Plates and sheets of alloy steel 3mm - 4·75mm of thickness |
| 73.15.81 | Plates and sheets, less than 3mm of thickness, not plated, coated or clad of high carbon steel |
| 73.15.82 | Plates and sheets, less than 3mm of thickness, not plated, coated or clad of alloy steel |
| 73.15.83 | Plates and sheets, less than 3mm of thickness, plated, coated or clad of high carbon steel |
| 73.15.84 | Plates and sheets, less than 3mm of thickness, plated, coated, or clad of alloy steel |
| 73.15.87 | Wire of high carbon steel |
| 73.15.88 | Wire of alloy steel |
| 73.17.00 | Tubes and pipes of cast iron |
| 73.18.29-<br>73.18.39 | Tube and pipes of iron or steel, excl. electrical and nickel and chromium coated pipes |
| Ex 73.20.00 | Tube and pipe fittings (for example joints, elbows, unions and flanges) of iron or steel excl. fittings for electrical installation tubes |
| 73.26.00 | Barbed iron or steel wire, twisted hoop or single flat wire, barbed or not, and loosely twisted double wire of kinds used for fencing, of iron or steel |
| 73.27.01 | Reinforcing fabric of iron or steel wire |
| Ex 76.02.09 | Wire, not insulated and barbed wire of aluminium |
| 85.23.01-<br>85.29.09 | Electrical cables, subterranean and submarine |
| 94.01.00 | Seats for motor vehicles |
| Ex 94.03.00 | Built-in cabinets and closets |

## SPAIN

### *Opening of global quotas*

THE SPANISH LIST of Global quotas for 1966 was published in the *Board of Trade Journal* for March 11, page 574. The Spanish authorities have invited applications from Spanish importers, merchants and industrialists against the following quotas:

| Quota No. | Goods | Minimum value of licences for which applications invited | Closing date for applications |
|---|---|---|---|
| | | Million pesetas | |
| 18 | Aminoplasts | 11·100 | April 15 |
| 20 | Styrene and derivatives, polymerization products | 4·200 | April 15 |
| 21 | Polyvinyl chloride | 12·000 | April 15 |
| 24 | Non-liberalized wood manufactures | 6·000 | April 15 |
| 26 | Miscellaneous textile fibres | 5·000 | April 15 |
| 27 | Yarns of miscellaneous textile fibres | 7·200 | April 15 |
| 28 | Coconut yarns | 19·800 | April 15 |
| 29 | Fabrics of miscellaneous textiles fibres | 34·800 | April 15 |
| 30 | Tulle, lace, velvet and knitted goods | 7·920 | April 15 |
| 51 | Refrigerators up to 250 litres | 66·000 | April 15 |
| 53 | Television and radio receivers | 13·750 | April 15 |
| 54 | Radio transmitters and transmitter-receivers | 30·250 | April 15 |
| 60 | Phonographs, dictaphones and other apparatus for sound recording and reproduction | 8·250 | April 15 |
| 62 | Toys, games and articles of recreation | 27·500 | April 15 |



*A model 35A Michigan tractor loading shovel fitted with a 'Camberley Digger', made by Clark Equipment Ltd., Camberley. An order worth over £200,000 for 48 of these machines has been placed with Clark Equipment by the Buenos Aires Ministry of Public Works. Clark Equipment Ltd. have recently announced other export orders in Spain, Switzerland and Belgium, with a total value of over £1½ million.*

## BELGIUM

### *Transmission tax surcharge on imported goods*

A BELGIAN Royal Decree of February 22, 1966 (*'Moniteur Belge'* No. 40 of February 25), contains a revised *consolidated* list of goods the import of which into Belgium is subject to the payment of Transmission Tax Surcharge. The rates of Transmission Tax Surcharge are in nearly all cases *increased*.

A copy of the above-mentioned list may be seen at the Export Services Branch (Tariff Section), Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 479).

**Note:** The Transmission Tax Surcharge is additional to the basic Transmission Tax. This surcharge is levied on certain specified imported goods in order to remove or reduce any difference in burden that may arise between taxation on imported goods and taxation on goods manufactured in Belgium.

## LEBANON

### *Customs tariff*

THE FOLLOWING AMENDMENTS have been made to the Lebanese Customs Tariff:

| Heading No. | Description | Basis for Collection | Normal Tariff |
|---|---|---|---|
| 16.02 | Other prepared or preserved meat or meat offal<br>(1) Hygiene Tax. 50 Piastres per 100 Kilogrammes semi-gross | *ad val.* | 10% |
| 48.07 | Paper and paperboard, impregnated, coated, surface-coloured, surface-decorated ('marbres, indiennes et similaires') or printed (not falling within heading 48.06 or Chapter 49), in rolls or sheets: | | |
| | (e) Paperboard, printed, air and waterproof, prepared for the manufacture of sterilized containers (1) | No change | No change |
| 64.05 | Parts of footwear (including uppers, in-soles and screw-on heels) of any material except metal: | | |
| | (a) Rubber heels | No change | No change |
| | (b) Outer soles and heels, of leather (the duty not be less than *ad val.* 36%) | Kilogramme nett | 250 Piastres |
| | (c) Other | *ad val.* | 36% |

Inquiries about this notice should be addressed to Tariff Section, Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 460-462).

## ALGERIA

### *Import restrictions*

THE ALGERIAN *Journal Officiel* of February 18 announced that the following items were to be added to the list of goods subject to import licence and quota restrictions:

| Tariff No. | Description |
|---|---|
| Ex 63-02 | Rags and scrap. |

Existing orders may be admitted quota-free until March 18, 1966.

Inquiries about this notice should be addressed to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

## GHANA

### *Import licensing*

THE FOLLOWING NOTICE was published in the Ghana *Commercial and Industrial Bulletin* of March 4, 1966:

**Notice to Importers No. 263.**

In exercise of the powers conferred on him by the Imports and Exports Restriction Order 1948 (No. 113 of 1948), the Controller of Imports and Exports hereby makes the following order:

(i) All 1966 Specific Import Licences are hereby recalled for re-validation with the exception of those licences issued before January 4, 1966;

(ii) Specific Import Licences issued after January 4 but in respect of which Letters of Credit have been established are not affected by this Notice;

(iii) Industrial concerns which have been given allocation by the Ministry of Industries but which have not been issued with Import Licences should submit to the Ministry of Trade schedules setting out the description of goods, customs item, numbers and values in respect of their requirements.

## ZAMBIA

### *Suspension of duty*

THE ZAMBIAN Customs and Excise (Suspension) (Amendment) (No. 2) Regulations, 1966, amend the Schedule to the Customs and Excise (Suspension) Regulations, 1966, with effect from February 23, by the insertion of the following:

| Item | Goods | Effective Rate |
|---|---|---|
| Ex 200 (a) | Heavy fuel oil having a viscosity of not less than 200 seconds Redwood 1 at 100 degrees Fahrenheit . . . . | Free |

*Wives of Zambian Ministers of State watch a Proprietary Perfumes Ltd. compounder gather ingredients to meet a one-ton order for perfume at the international perfumery centre at Ashford, Kent.*

## ALGERIA, MOROCCO AND TUNISIA

*Exporters interested in Algeria, Morocco and Tunisia are reminded that French is the foreign language most widely used in business and official circles in these countries. It is, therefore, essential that any literature or correspondence for local firms should be in French. Similarly, quotations of weights and measures in the metric system and of prices in local currency are also an important factor in attracting the interest of potential importers.*

## RHODESIA

### *Suspension of duty*

THE CUSTOMS AND EXCISE (Suspension) (Amendment) Regulations, 1966 (No. 2) published as Rhodesia Notice No. 128 of March 4 amends the Customs and Excise (Suspension) Regulations 1966 to the following extent:

(Britain pays the Column B rate of duty)

|  | Goods | Effective Rates |  |  |  |
|---|---|---|---|---|---|
|  |  | Duty A | Duty B | Duty C | Duty D |
| Ex 162 (3) | FIRST SCHEDULE<br>By the insertion of the following item:<br>Calcined dolomite containing not less than 30% of total magnesium expressed as MgO . . *ad val.* | 10% | 5% | Free | Free |

## KENYA

### *Import licensing regulations*

LEGAL NOTICE No. 67 published in the Kenya *Official Gazette*, dated March 1, announces, with effect from February 25, the Import, Export and Essential Supplies (Imports) (Amendment) (No. 3) Order, 1966, which amends the Imports, Exports and Essential Supplies (Imports) Order, 1964. The First Schedule to the latter Order, published in the *Board of Trade Journal* of November 17, 1964 (pages 1200, 1201), and subsequently amended, is now further amended as follows :

| Item No. | Description |
|---|---|
| Delete the following items: |  |
| 048 3 0 | Macaroni, spaghetti, noodles, vermicelli and similar products. |
|  | Bakery products, e.g. bread, biscuits, cakes. |
| 048 4 1 | Biscuits |
|  | Division 72 – Electrical Machinery Apparatus and Appliances: |
| 724 2 1 | Wireless receiving sets, domestic including car radios and radiograms. |
| 742 2 9 | Other, including spares. |
| Insert the following new item: |  |
| 691 | Finished structural parts and structures, n.e.s.: |
| 691 1 1 | Metal windows only. |

Note: The effect of this amendment is that the following list of goods is now no longer subject to import licensing restrictions: Macaroni, spaghetti, noodles, vermicelli and similar products; biscuits; wireless receiving sets, domestic including car radios and radiograms, and other, including spares. By the same Order, metal windows are added to the Schedule of Goods including those of United Kingdom origin, for which specific import licences are required.

Any inquiries relating to this notice should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 472).

## REPUBLIC OF SOUTH AFRICA

### *Designs bill given first reading*

A BILL to consolidate and amend the law relating to designs was recently given a First Reading in the South African House of Assembly. A copy of the Bill may be inspected in the Patent Office Library Annexe, Chancery House, Southampton Buildings, Chancery Lane, London, W.C.2.

REPUBLIC OF SOUTH AFRICA, *continued*

## *Customs tariff application*

CUSTOMS TARIFF APPLICATION List No. 409, published in the Republic of South Africa *Government Gazette* of March 4, states that the Board of Trade and Industries have received an application for increase in the Republic's customs tariff on:

Electric motors, three-phase (excluding motors marked or identifiable as flame proof or explosion proof, submersible motors, a.c. commutator motors and synchronous motors), exceeding 350 h.p. to 2,500 h.p., from 5 per cent *ad valorem* (United Kingdom: Free) to 20 per cent *ad valorem* (United Kingdom: 15 per cent).

Those British trade organizations thought to be interested in the above application are being informed, and it is suggested that any British firm wishing to make representations to the South African Board of Trade and Industries and belonging to a trade organization, should get in touch with that body in the first instance. Firms proposing to make independent representations to the South African authorities and desiring further information relating to the application, should address their inquiries to the Commercial Relations and Export Department, Board of Trade, 1 Victoria Street, London, S.W.1, quoting reference CRE 632/66.

# REPUBLIC OF GABON

## *Global quotas 1966*

IT HAS BEEN announced in Libreville, Republic of Gabon, that the following quotas have been opened for the import of goods for the period January 1 to December 31, 1966.

| Quota No. | Description | Quota values in French francs |
|---|---|---|
| 1 | Milk products | 160,000 |
| 2 | Cereals | 500,000 |
| 3 | Beer | 100,000 |
| 4 | Various beverages | 2,300,000 |
| 5 | Sugar and confectionery | 25,000 |
| 6 | Foods, and food preparations and products | 3,116,000 |
| 7 | Tobacco | 800,000 |
| 8 | Salt, cement | 100,000 |
| 9 | Metals | 1,455,000 |
| 10 | Petroleum products | P.M. |
| 11 | Pharmaceuticals, colouring matters and insecticides | 150,000 |
| 12 | Plastics materials | 100,000 |
| 13 | Rubber tyres, inner-tubes, etc. | 185,000 |
| 14 | Chemical products | 3,955,000 |
| 15 | Printed fabrics | 1,640,000 |
| 16 | Non-printed fabrics and blankets | 545,000 |
| 17 | Jute fabrics and sacks | 70,000 |
| 18 | Knitted wear | 920,000 |
| 19 | Kitchenware, tools and cutlery | 1,060,000 |
| 20 | Refrigerators, radios and domestic equipment | 1,895,000 |
| 21 | Mechanical appliances and parts thereof | 12,670,000 |
| 22 | Vehicles | 9,285,000 |
| 23 | Tractors | 9,170,000 |
| 24 | Miscellaneous | 1,568,000 |

(P.M. = to be kept in mind.)

Inquiries about this notice should be made to Export Services Branch, Board of Trade, Room E13, Hillgate House, 35 Old Bailey, London, E.C.4.

# SUDAN

## *The Stamp Duty Act, 1965*

ON MARCH 1, 1966 The Stamp Duty Act 1965 came into force in Sudan.

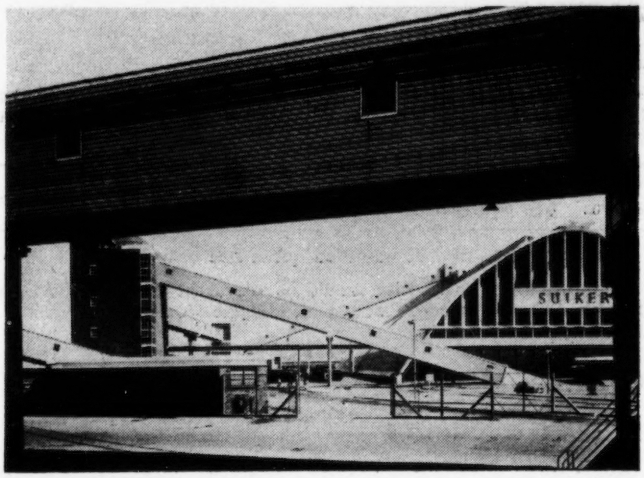
Instruments listed in the Schedule to the Act (including Affidavits, Articles of Association and Charter Parties) which are chargeable with duty at various rates are:

(a) Every instrument specified in the Schedule which, not having been previously executed, is executed in the Sudan on or after the specified date;

(b) every bill of exchange cheque or promissory note which is drawn or made out of the Sudan on or after the specified date, and is thereafter accepted paid or presented for acceptance or payment or endorsed or negotiated in the Sudan, and

(c) every instrument (other than a bill of exchange, cheque or promissory note) specified in the Schedule which, not having been previously executed, is executed out of the Sudan after the specified date, and relates to any property within, or to anything done or to be done within the Sudan, and is thereafter received in the Sudan.

Full details are available from The Board of Trade, Export Services Branch, (Tariff Section), Hillgate House, 35 Old Bailey, E.C.4. (Tel. City 5757, Ext. 460 or 462).



*The new 200,000 ton capacity Maydon Wharf sugar store at Durban, South Africa for which Spencer (Melksham) Limited, a member of the Elliott-Automation Group, has engineered and supplied the complete sugar handling system. This includes the intake plant to the store, accepting sugar from road and rail transport at 500 tons per hour, a reclaim system, thousands of feet of conveyors, and the travelling outloaders, which feed directly into ships holds at 650 tons per hour.*

# CEYLON

## *Tariff amendments*

THE CEYLON Government Gazette Notice No. 14,647 contains orders made by the Minister of Finance announcing changes in the rate of duty on the items in the Schedule below. The new duties became effective as from midnight January 26/27, 1966.

SCHEDULE 'A'

| Article | Preferential Rate | | General Rate | |
|---|---|---|---|---|
| | *Ad val.* | Rs. c. | *Ad. val* | Rs. c. |
| Petroleum crude or liquid fuel with a flashing point not under the flashing point prescribed for the purposes of the Petroleum Ordinance: Other than furnace oil per gallon | | | | 0·75 |
| Agricultural tractors, distillers, haybalers, maize shellers, monkey grabbers, monkey jacks, paddy winnows, reapers, reaper binders, self-propelled combine harvesters, threshers, tractor harrows, tractor manure machines and distributors, tractor ploughs, tractor seed drills, tractors hay movers, billhooks, earth augers, mattocks and scythes and parts thereof | | Free | | Free |
| Marine diesel engines and spare parts thereof shown to the satisfaction of the Principal Collector of Customs to have been imported to be fitted on fishing craft | | Free | | Free |
| Outboard motors shown to the satisfaction of the Principal Collector of Customs to have been imported for the local fishing industry | | Free | | Free |
| Rubber tyres and tubes used exclusively on agricultural tractors | | | 50% | |

## *Import control*

THE BOARD OF TRADE have received a copy of Import Control Notice No. 6/66 issued by the Ceylon Controller of Imports and Exports which states that the validity of Actual User Licences lapsing on March 31, 1966, is extended until September 30, 1966.

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**LETTERS TO THE EDITOR**

*Editorial communications should be addressed to the Editor,* Board of Trade Journal, *Room 227A, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2653-6), and not to HM Stationery Office.*

## THAILAND

### Customs tariff

THE Thai Government has recently announced the abolition of import duties on certain pharmaceutical products. Inquiries should be addressed to the Export Services Branch, Board of Trade, Hillgate House, 35 Old Bailey, London, E.C.4. (Tel. City 5757, Ext. 459).

## SINGAPORE

### Imports of bicycles and bicycle parts

THE BOARD OF TRADE has received Notice to Singapore Importers No. 7 of 1966 which states that with effect from March 1, 1966, the importation of the following goods from any country must be covered by specific import licences approved by the Singapore Imports and Exports Control and Registration Department.

(i) Bicycles (including children's bicycles in the normal form of adults' bicycles) not motorized.
(ii) Bicycle parts and accessories as follows:
  (a) complete frames
  (b) parts of frames
  (c) saddles
  (d) handlebars (with or without brake fittings)
  (e) rims
  (f) seat pillars
  (g) lamp brackets
  (h) mudguards
  (i) chain wheels and cranks
  (j) front forks
  (k) bracket lugs
  (l) reflectors
  (m) carriers
  (n) other parts not elsewhere specified or included
  (o) other accessories not eleswhere specified or included.

A Notification published on March 1, 1966 as a Supplement to the *Singapore Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1965, by placing the above mentioned goods on a specific import licensing basis. Specific import licences are now required for the said goods imported by sea, air, road or rail.

Applications for import quotas must be supported by documentary evidence of imports for 1964. These documents should be accompanied by a detailed statement relating to such imports. The duplicate (Customs) copy of relevant inward declarations and relevant invoices for 1964 will serve as proof of imports for the said year. Proof of imports from the States of Malaya will be by way of copies of Malayan Customs Declarations.

Import quotas will be restricted to 100 per cent of an applicant's proved imports for the year 1964, and will be issued at intervals of three months commencing March 1, 1966.

Letters of Credit for the said goods must not be established and orders for such goods *must not* be placed with suppliers unless an appropriate Import Licence is first obtained from the Imports and Exports Control and Registration Department authorizing the importation of the goods.

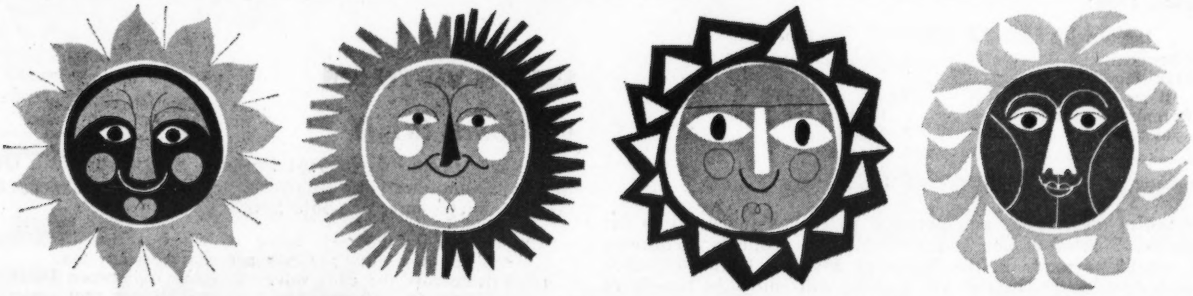
Goods already afloat or for which irrevocable Letters of Credit were established before March 1, 1966, will be permitted import, but such consignments will be held against the importer's quota. If such consignments exceed an importer's quota, the excess quantities will be debited against his quota for the following period or periods.

Import Licences for goods to be imported into Singapore for the purpose of re-export to other destinations outside Singapore will be issued with the following conditions:

(i) the goods, pending re-export, shall be stored in the godowns of the Port of Singapore Authority; and
(ii) the goods shall be re-exported within the period specified in the import licence.

This quantitative restriction on the above-mentioned goods is applied to consignments imported for consumption in Singapore. Goods imported for the purpose of re-export are not subject to quantitative restriction and are not held against the importer's quota, but such consignments are subject to the conditions outlined above.

(Continued on next page)



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SINGAPORE, *continued*

## *Import licensing and quantitative restriction*

THE BOARD OF TRADE has received Notice to Singapore Importers No. 9 of 1966 which states that with effect from March 5, 1966 the importation of:

> Iron and steel wire, whether or not coated or covered, but not insulated and not of high carbon or alloy steel (Tariff code 677 010).

from any country must be covered by specific import licences approved by the Singapore Imports and Exports Control and Registration Department.

A notification published on March 5, 1966 as a Supplement to the Singapore *Government Gazette* amends the Prohibition of Imports (General Licence) Notification, 1966, by placing the above-mentioned goods on a specific import licensing basis.

Applications for import quotas must be supported by documentary evidence of imports for 1964. Import quotas will be restricted to 100 per cent of an applicant's proved imports for the year 1964, and will be issued at intervals of three months commencing March 5, 1966.

# MALAYSIA (STATES OF MALAYA)

## *Pioneer Industries Ordinance, 1958*

THE BOARD OF TRADE have been informed by cable that the Government of the States of Malaya have announced that subject to representations made in writing to the Minister of Commerce and Industry before April 9, 1966, it is proposed to declare the following industries and products to be Pioneer Industries and Pioneer Products under the Pioneer Industries (Relief from Income Tax) Ordinance, 1958:

| Industries | Products |
|---|---|
| (A) Chemicals | Carbon activated |
| (B) Manufacture of miscellaneous preparations | Yeast |
| (C) Refining of non-ferrous metals | 1. Ilmenite<br>2. Monazite<br>3. Zircon<br>4. Xenotine<br>5. Rutile |

This notice means that an interested party has suggested to the Minister of Commerce and Industry that the products mentioned above should be made in the States of Malaya. Firms to which Pioneer Industries Certificates are granted will enjoy the benefit of exemption from Federal Company Tax for a period of from two to five years, depending on the amount of capital investment in Malaya.

All inquiries regarding this notice should be made to Commercial Relations and Exports Department, Board of Trade, 1 Victoria Street, London, S.W.1 (Tel. Abbey 7877, Ext. 2627), quoting reference 1236/4/G.

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*The Glen Line took delivery of a 10-year-old London taxi recently for shipment to Sultan Omar Ali Saiffudin of Brunei. The taxi was shipped in Glen Line's 11,918 gross ton cargo liner the 'Glenogle'. Bought at the Sultan's orders and for his own personal use, the taxi was intended to be a personal souvenir of London, where the Sultan is a frequent visitor and a symbol of London to the people of Brunei. It was supplied by the Austin dealers in London, Mann and Overton Ltd., sole agents for Austin taxis in London. Shipping arrangements were handled by Harrisons and Crosfield Ltd. The 'Glenogle' is also carrying 17 cases of Venner parking meters of the type at present in use in London. These are being shipped by the Crown agents to Hong Kong.*

# SOUTH VIETNAM

## *Customs tariff*

IT HAS BEEN reported by HM Embassy in Saigon that a Decree of March 5 announced the following new rates of duty and austerity tax on vehicles imported into South Vietnam:

(i) Private cars the c.i.f. value of which is less than US$833.33, 150 per cent duty and 540 per cent austerity tax.
(ii) Private cars the c.i.f. value of which is between US$833.33 and US$1,666.66, 180 per cent duty and 540 per cent austerity tax.
(iii) Private cars the c.i.f. value of which is over US$1,666.66, 210 per cent duty and 540 per cent austerity tax.
(iv) Commercial vehicles the weight of which is equal to or under 700 kilograms, 15 per cent duty and 300 per cent austerity tax.

Duties and taxes are both calculated on the c.i.f. value converted into Vietnamese piastres at the rate of 60 to the US dollar.

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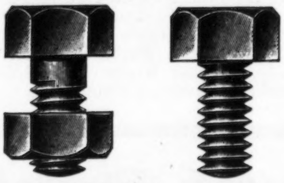

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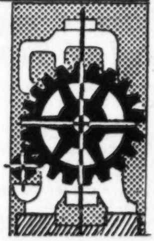

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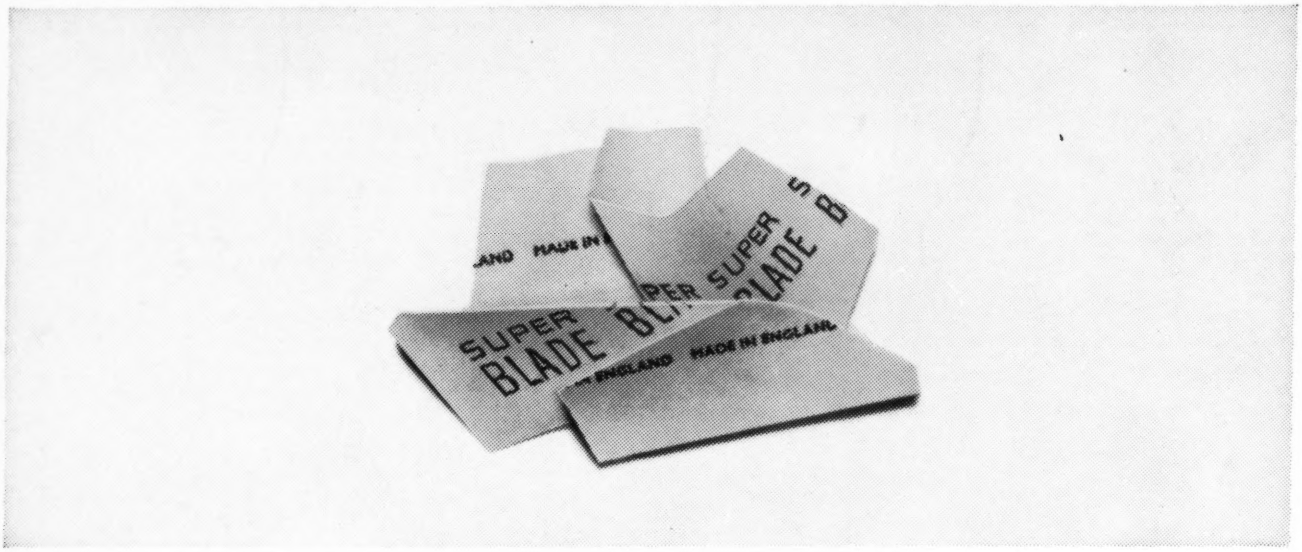

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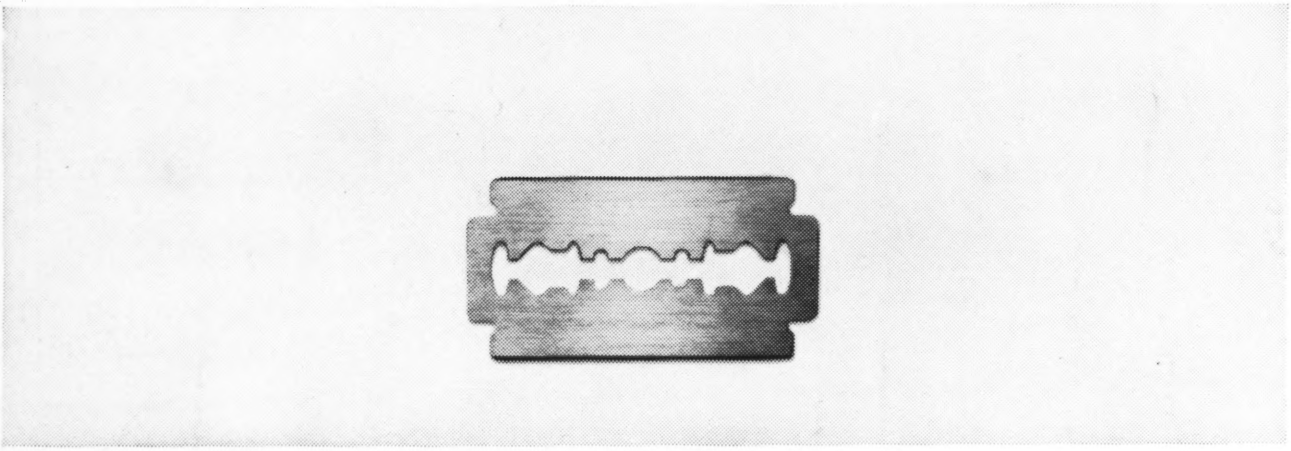

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